



Established in
ENGLAND - - 1859
AUSTRALASIA 1885

Registered as a Newspaper and
PUBLISHED WEEKLY AT
42 CANNON ST., LONDON, E.C.4

Telephone : 3617 CENTRAL (3 lines)
Telegrams : CHEMICUS, CANNON,
LONDON (charged as two words only).

No. 2,072. Vol. XCI.

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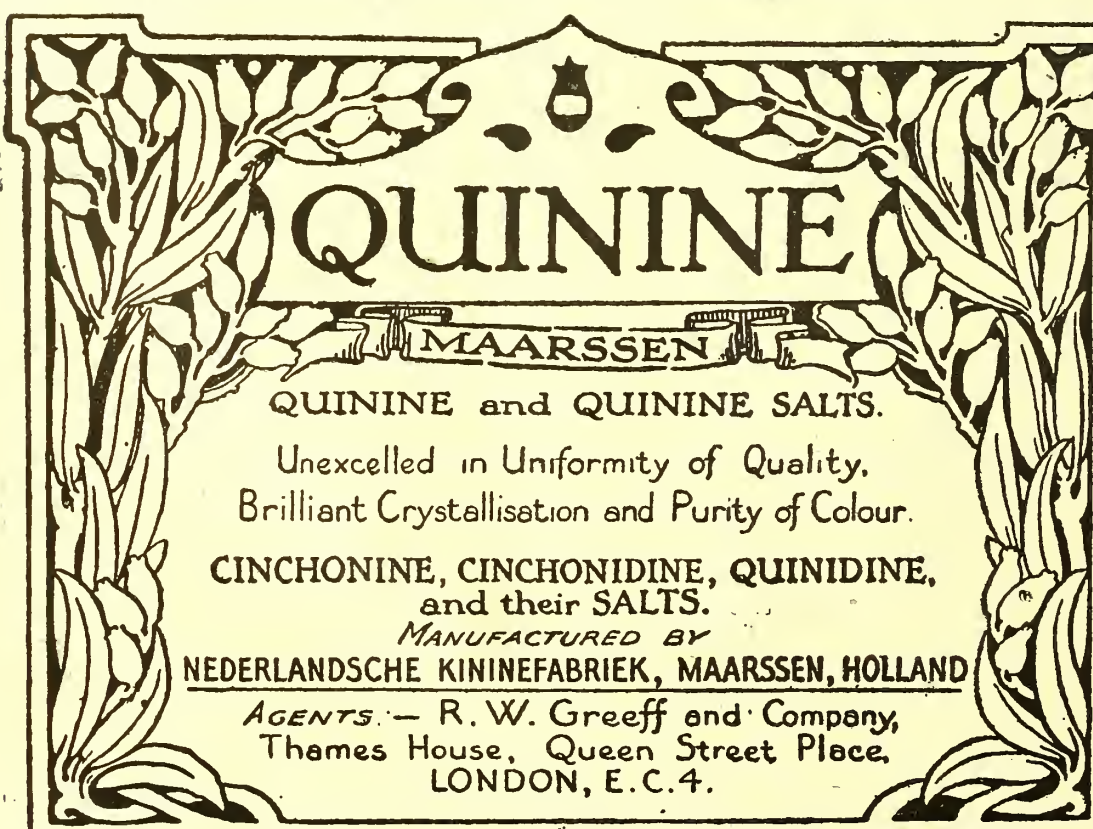
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		SMITH, STANISTREET & Co., <i>Indian</i>		ZIMMERMANN, C., & Co. (PHOTO-	
		<i>Drugs, &c.</i>	xxvii	GRAPHIC), Ld.	x
				ZI-ZI Co., <i>Ointment</i>	xxxii



QUININE

MAARSSSEN

QUININE and QUININE SALTS.

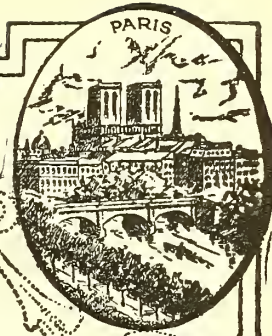
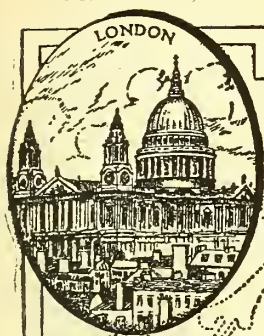
Unexcelled in Uniformity of Quality.
Brilliant Crystallisation and Purity of Colour.

CINCHONINE, CINCHONIDINE, QUINIDINE, and their SALTS.

MANUFACTURED BY

NEDERLANDSCHE KININEFABRIEK, MAARSSSEN, HOLLAND

AGENTS.—R. W. Greeff and Company,
Thames House, Queen Street Place,
LONDON, E.C.4.



PHARMACEUTICAL AND PHOTOGRAPHIC PRODUCTS.

For spot delivery.

ACETYL SALICYLIC ACID
ANTIPYRIN
BENZOIC ACID
COCAIN
EUCALYPTUS OIL
GALLIC ACID
PYROGALLIC ACID
SALICYLIC ACID
SALICYLATE OF SODA

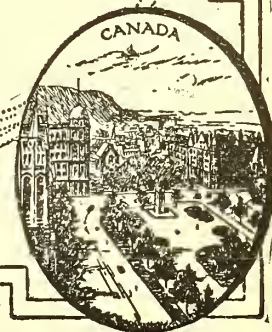
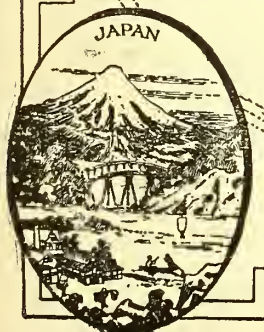
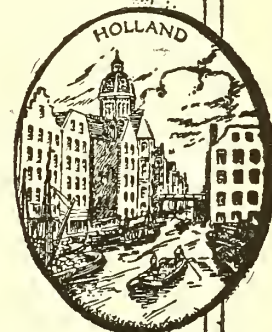
*Enquiries also solicited for our usual range of
Pharmaceutical and Photographic Products.*

R. W. Greeff & Co.

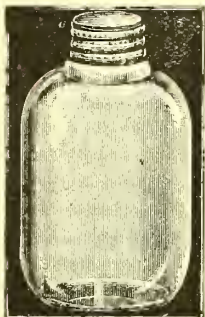
THAMES HOUSE, QUEEN STREET PLACE,
LONDON, E.C.4.

MANCHESTER BRANCH:
Lloyd's Bank Buildings, King Street.

NEW YORK AGENTS:
R. W. Greeff & Co., Inc., 78, Front Street.

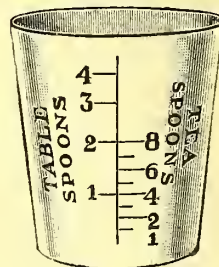


BUY YOUR GLASS FROM STOCK



Without boasting, we have the largest London stocks of small and medium bottles. We cannot stock everything, but we can safely say that we have stock of the most saleable lines, including vials. Please communicate with us before ordering elsewhere.

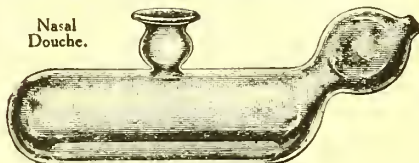
We have a few Reputed Pint Wickered Eau de. Colognes in stock, also 8-oz. Plain or Graduated Tinted Medicals.



Telephone :
North 2770 (3 lines)

Telegrams :
"Assorted, Phone, London."

Nasal
Douche.



JULES LANG & SON

CHARLTON WORKS, CHARLTON PLACE,
(Opposite Agricultural Hall) ISLINGTON, LONDON, N.1

Warehouses also at Barnsbury and off City Road.

BOTTLES

TOM LAYCOCK & CO.

(Tom Laycock, Proprietor),

ISLES GLASS WORKS,
Holbeck Lane, LEEDS.

We can supply :—
Amber Bauds, Brilliantines, Corn Solvents, Colognes, Limes in white, amber and actinic green, Medicals, Mexicans, Malt Jars, Pomade, Face Cream, and Vaseline Jars, Poison, in blue and actinic green, Perfumes, Vials, etc.

WHOLESALE ONLY.

Write for prices, mentioning quantities and deliveries.

ELLIOTT OPTICAL COMPANY,
(GUY E. DRUFF, Proprietor)



Phone :
HOLBORN 311.
104/5 Gt. Saffron Hill,
LONDON, E.C. 1.

SAVE 3/- PER GALLON

BY BUYING

GUARANTEED GENUINE

NEWFOUNDLAND NON-FREEZING

MEDICINAL COD LIVER OIL

OF NEW SEASON'S MAKE.

Highest possible quality in smell, taste and colour, comparing most favourably with the finest Norwegian. Manufactured from the finest fresh Cod Liver on same day as fish caught.

WHOLESALE ONLY.

Kindly write for sample to

JOB BROS., Manufacturers, Tower Building, LIVERPOOL.

Telegraphic Address: "JOB LIVERPOOL"

Te. 1037 CENTRAL

And of ST. JOHN'S, N.F.

Established 1780.

"John



Bull"

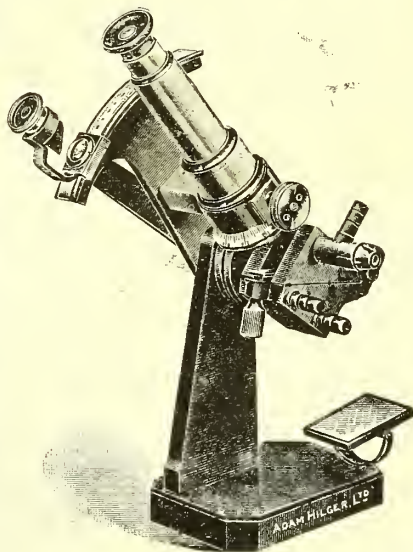
MALT EXTRACT

IS THE BEST!!!

Wholesale & Export Only.

PAINE & CO., LTD., ST. NEOTS, HUNTS.

THE ABBE REFRACTOMETER



is a valuable aid towards maintaining uniform strength in pharmaceutical products (solutions, syrups, etc.), and much quicker than taking the dried weights or specific gravities.

Delivery in four weeks from receipt of order.

Descriptive Booklet post free on application to the Makers:

ADAM HILGER, LTD.

(Department H)

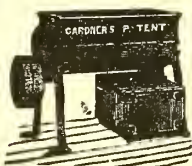
75a CAMDEN ROAD, LONDON, N.W. 1.

Telephone: NORTH 1677-8.

Telegrams: "SPHERICITY, PHONE, LONDON."

GARDNER'S PATENT

"RAPID" SIFTERS & MIXERS



OVER 5,300 working in almost every Trade where POWDERS are Sifted and Mixed and Lumps Reduced, all being done at one operation and without loss by dust.

FOR HAND OR POWER.

CATALOGUES FREE.

WM. GARDNER & SONS, Engineers, GLOUCESTER

DENTAL MECHANICS

TREVOR & BROWN

190 HESSLE ROAD,
HULL.

Expert Workmanship at Low Prices.

€ PRICE LIST ON APPLICATION.

Tel. Address: "Pillischer London."

Established 1843.

Telephone: 4418 Gerrard.

J. PILLISCHER, 88 NEW BOND STREET, LONDON, W.

MANUFACTURER OF SCIENTIFIC INSTRUMENTS AND

SOLE MANUFACTURER OF THE CELEBRATED "INALTERABLE" CLINICAL THERMOMETER.

RECENT EXHIBITIONS: 12 GOLD MEDALS—14 GRANDS PRIX.

*Sole and exclusive agent for Argentina, Uruguay and Paraguay:
Eugenio M. Etchegoin, Calle Maipú 731, Buenos Aires.*

Maw's Page.

S. MAW · SON & SONS · LTD.
7/12, ALDERSGATE ST. LONDON. E.C.I., ENGLAND.

No. 417
Oct. 11. 19

Confidence

The power of suggestion so far as the human mind is concerned is a most wonderful and interesting field of study. Wonderful and powerful forces can be set into operation through this agency.

We often hear a person in weak health say to another, "I always feel better when you come to see me." There is a scientific law of psychology underlying the statement.

He has carried with him brightness of tone and disposition. Hope and good cheer has taken hold of the weak and has had a subtle but powerful influence upon the mind.

Identically the same is it with business.

You see the bright—cheery—announcements, the excellent service offered by the "House of Maw." You know the high esteem this organisation holds among its great clientèle and the confidence it has inspired.

You know the Policy of the House—Perfection of Goods and Dependability of Service.

There is a great source of satisfaction in testing our claims.

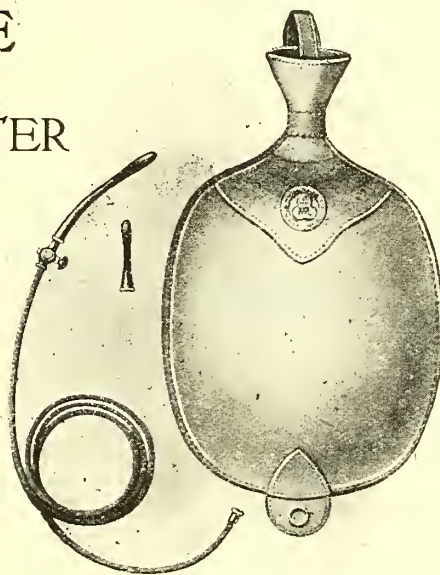
Discuss

DOUCHE or HOT WATER BOTTLE.

THE popular pattern illustrated here needs no wordy introduction because of its well-known merits and advantages. An exceptionally strong and well-made Bottle with metal connection.

Fitted with six feet of best quality red india-rubber tubing, vulcanite Stopcock, Rectal and Vaginal Pipes. In two sizes, each in card box.

Maw quality and entirely British made.



PRICES—3-pint, 8/6; 6-pint, 10/6 each.

Items:

GLASS POMADE JAR.—Order No. 1368 c/s. Fitted with metal screw cap. Extra wide mouthed, suitable for either pills, tablets, lip salve, sampling, ointment, etc. In six sizes as follows:

Size	Price
1/2-oz.	23/9 gross
1 "	23/9 "
1 1/2 "	25/- "
2 "	28/6 "
3 "	33/6 "
4 "	36/9 "

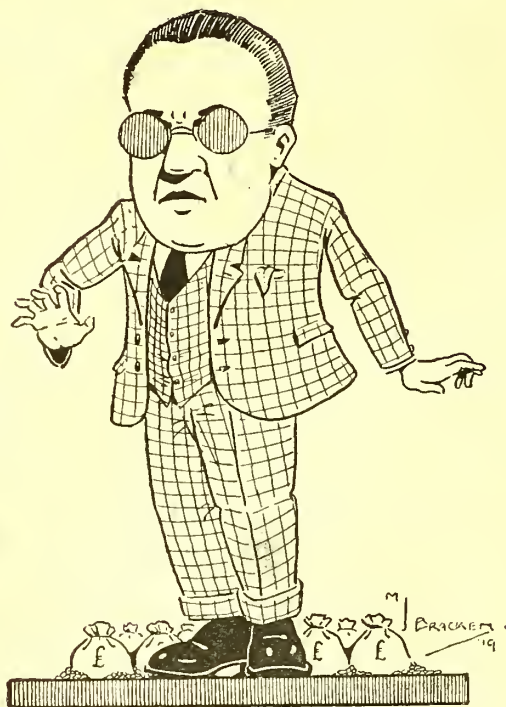
CHEST PROTECTORS.—Made of superior quality grey and red felt, in our own workshops. Prices as follows:

Single	Double
No. 1. 13/6 per doz.	No. 1. 27/- per doz.
" 2. 18/6 "	" 2. 34/6 "
" 3. 23/- "	" 3. 42/6 "
" 4. 29/6 "	" 4. 52/- "
" 5. 34/6 "	" 5. 65/- "

ONE-PINT TINWARE MEASURE.

Two special features: It is fitted with a collar to prevent spilling, and a well-proportioned spout which facilitates pouring, eliminating waste to a degree. Officially stamped. Price 2/3 each.





Don't be **BLIND** to your own interests.

NEVER forget that profit is the purpose of all business.

UCAL is organised to help the retail chemist towards that desirable end—more profit.

In UCAL there is no clashing of interests between Capital and Labour—because every member provides both, and is paid (separately) for both.

UCAL is a new conception in business which is meeting with unprecedented success. You can share in this success and increase it by *joining* UCAL.



Ask for information,
general or specific,
from

Ucal, Cheltenham.

“BEAUTOID”

SERIES OF TOILET PREPARATIONS.

100% Profit Proposition

THIS special offer is open to you to-day. We want the use of a portion of your window to show The “Beautoid” Specialities, the most attractive and dainty series of Toilet Preparations ever offered to the trade.

The preparations are right, the packing is right, and your profit is right—over 100% on outlay.

A vigorous advertising campaign with thousands of free samples for the public is in course of preparation; get ready for the demand.

Plentiful supply of Dummy Cartons, Window Bills, Showcards and Price Tickets with each order.

Send us your order TO-DAY.

**SPECIAL
WINDOW
SHOW
OFFER**

	Cost.	Profit.
	£ s. d.	£ s. d.
6 doz. “Beautoid” Dental Cream, sells at 1/3, trade price 10/- per doz. ...	3 0 0	3 15 0
3 doz. “Beautoid” Dental Cream. Free Bonus.		
6 doz. “Beautoid” Shampoo Powders, sells at 3d. trade price 2/- per doz. ...	0 12 0	0 15 0
3 doz. “Beautoid” Shampoo Powders. Free Bonus		
6 doz. “Beautoid” 2-oz. Vanishing Cream, sells at 1/3, trade price 10/- per doz. ...	3 0 0	2 12 6
1½ doz. “Beautoid” 2-oz. Van. Cream. Free Bonus.		
6 doz. “Beautoid” 4-oz. Face Powders, sells at 1/6, trade price 12/- per doz. ...	3 12 0	3 3 0
1½ doz. “Beautoid” 4-oz. Face Powders. Free Bonus		
	10 4 0	
Less 2½%, cash in 7 days	0 5 1	
	<u>£9 18 11</u>	<u>10 5 6</u>

£10 - 5 - 6

PROFIT

ON AN

OUTLAY

OF

£9 - 18 - 11

CASES FREE. CARRIAGE FREE.

“Beautoid” Hair Fixer, 1/6. Bay Rum, 1/6. Hair Color Restorer, 2/6. Milk of Cucumber Liquid Face Cream, 1/3. Massage Cream, 1/3. Sun Kissed Cream, 1/3. Lip Salve, 9d. 33½% discount, 3 to the dozen bonus.

ALL JARS AND BOTTLES PUT UP IN ATTRACTIVE AND EXPENSIVE CARTONS.

THE BEAUTOID Co.

220 TOWER BRIDGE ROAD, LONDON, S.E. 1.

The Tooth Paste with the Odol Flavour

ANGLODOL Dental Paste

Anglodol Limited beg to announce that after extensive experiments they have produced a Tooth Paste possessing the unique properties and flavour of British Odol, which is second to none.

Anglodol Limited not only make this claim, but they invite you to prove it, and will send a full-size tube to any Pharmacist for his personal trial on receipt of a postcard. An article which will bring you repeat orders every time. Attractively packed, excellent profit, special offer for window display.

Two sizes, in collapsible tubes, 7¹/₂d. & 1s. 3d.

ANGLODOL LIMITED
Odol Chemical Works
BERKHAMSTED

Cables & Telegrams: "Anglodol Berkhamsted."

Telephone: Berkhamsted 138.



To Star, Mortar, Anchor and Purple Key Pharmacists

We repeat this advertisement because of the difficulty of getting fresh blocks through to London.

A., S. & Co., Ltd.

We have recently added Dental Cream to the series.

All the popular varieties are available in pure tin tubes beautifully labelled and cartoned.

They are supplied in very smart outers of 1 dozen, with drop fronts and show lids. Showcards are also ready to carry their appeal to the family and the individual.

PRICES ARE—

Large Tubes	-	-	-	7/3	per dozen
Small	„	-	-	5/3	„ „

NAME AND ADDRESS ON THREE DOZEN LARGE OR
FOUR DOZEN SMALL.

**The Goodwill
you are building
up, you are build-
ing up for yourself
in your district !**

AYRTON, SAUNDERS & Co. Ltd.
LIVERPOOL

“REUDEL IS VERY RESTLESS!
I Have Difficulty in Keeping It
 Read what this chemist says about **On the Shelf.”**

REUDEL BATH SALTRATES^{AND} ALKIA SALTRATES

The best of all preparations for the bath.

Sells at 1/9 and 2/9 (P.A.T.A.).

The acme of perfection in salines.

Sells at 2/9 a large bottle (P.A.T.A.).

NOTE.—Mr. Robertson's letter, reproduced below, was sent us without solicitation of any kind.

SALTRATES LTD.



CHARLES ROBERTSON

CHEMIST AND - - -

PHOTOGRAPHIC DEALER.

115, Market Street, ST. ANDREWS.

Telephones—Shop No. 178. House No. 178a.

NIGHT BELL.

Feb. 9th 1919.

Saltrates, Ltd.,
 214 Great Portland Street,
 London, W., 1

Dear Sirs,

Please send enclosed order carriage paid.

Reudel is very restless. I have difficulty in keeping it on the shelf.

This may interest you:— At the same time I received an order for Reudel by post yesterday, I had a customer at my counter calling for a second packet. A few moments after, another customer called for 2/9 Alkia.

In less than a quarter of an hour I had realised 2/1 profit, from your advertising. Very interesting, that, isn't it? I am always interested in results from advertising, being a keen believer in printers ink.

Yours very truly,

Charles Robertson

WHOLESALE PRICES OF

'QUINPHOS'

REGD.

THE GREAT TONIC.

Minimum Retail Price.		Wholesale Price.	
On the P.A.T.A.	1/3	.	11/6 per doz.
	2/11	.	27/- "
	5/-	.	48/- "

LIQUID OR TABLETS.

CARRIAGE IS PAID ON ORDERS OF 10/- UPWARDS.

A SPECIAL DISCOUNT OF 5% IS GIVEN FOR CASH WITHIN ONE MONTH.



BONUS FOR WINDOW DISPLAY as above.

- No. 1**—For a 25/- order of "QUINPHOS," equivalent to 1 doz. 1/3 size and $\frac{1}{2}$ doz. 2/11, liquid or tablets or assorted, there is a bonus of 3 $\times$ 1/3 size with high-class Cut-out and Showcards for Window.
- No. 2**—For a £3 order of "QUINPHOS," assorted sizes, liquid or tablets or assorted, there is a bonus of 9 $\times$ 1/3 size, with high-class Cut-out and Showcards for placing in the Window.
- No. 3**—For a £5 order of "QUINPHOS," assorted sizes, liquid or tablets or assorted, there is a bonus of 15 $\times$ 1/3 size, with high-class Cut-out and Showcards for Window Display.

SOLE MAKERS:

THOMPSON & CAPPER, Limited,

Manufacturing Chemists,

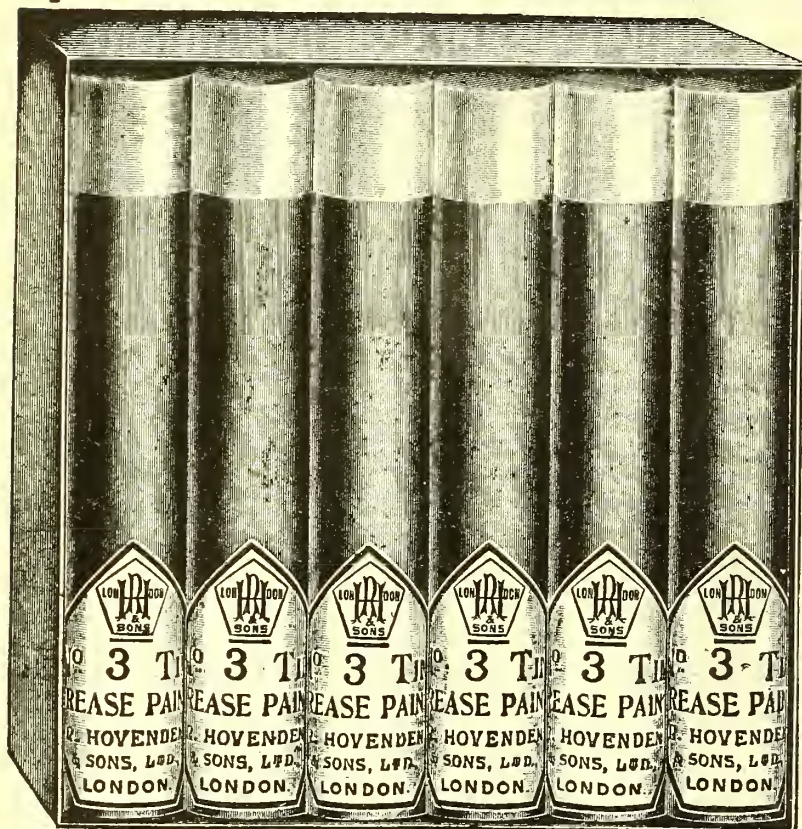
Manesty Buildings, College Lane, LIVERPOOL.

Telegrams: "SANITAS LIVERPOOL."

ESTABLISHED 1843.

Telephone: ROYAL 2060.

HOVENDEN'S THEATRICAL GREASE PAINTS.



These paints are manufactured at our Factory in Britannia Row, N. Guaranteed pure, colours perfect, and quality better than any foreign make.

VIDE Testimonials.

MADE IN THE FOLLOWING SHADES:—

No. 1	No. 15
1 Very pale flesh.	15 Brick red.
1½ Moderately pale.	16 Dark brown.
2 Fair complexion.	
2½ Medium flesh.	17 Carmine.
3 Pale complexion.	vermilion.
3½ Slightly sunburnt.	18 " light.
4 Dark flesh.	19 " medium.
5 Sallow or Chinese.	21 " dark.
5½ Dark sallow.	
6 Yellowish flesh.	20 White.
6½ Japanese.	23 Light grey.
7 Brown.	24 Dark grey.
8 Armenian Bole.	25 Old red.
9 Sunburnt or Indian.	26 Light blue.
10 Light brown.	31 Middle blue.
11 Burnt amber or Othello.	27 Dark blue.
12 Black.	28 Light yellow.
13 Red brown or Mulatto.	29 Dark yellow.
14 Chocolate or North African.	30 Rose.
	32 Dark rose.
	Chrome.
	Cition.

5/- doz. Sticks.

Special quotation for quantities.

OPINIONS FROM POPULAR PEOPLE.

Mr. MARTIN HARVEY, Grand Theatre, Hull.

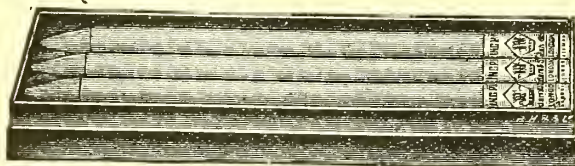
"I have been intending for some time to send you a testimonial about your Grease Paints. I have given them a good trial now, and I think I can honestly say that they are superior even to the German, and that, alas! is saying a good deal. I compliment you heartily upon your achievement."

Mr. WILL EVANS, Theatre Royal, Drury Lane.

"I thank you for sample of your Grease Paints you sent, and I find it a very excellent preparation. I shall certainly continue to use it."

Mr. PHIL RAY.

"Not being fortunate enough to receive a sample of your excellent Grease Paints, I purchased same for myself, and after a lengthy trial I have no hesitation in saying that, from my point of view, it is immeasurably superior to any foreign make."



LINING PENCILS.

English Manufacture.

Black, Old Red, Brown, Light Brown, Dark Brown, Light Blue, Medium Blue, Dark Blue, White, Flesh, Light Grey, Dark Grey, Carmine.

3/3 per doz. Sticks.

Subject to 2½% Cash Discount.

A copy of our Monthly Illustrated List will be sent on application.

R. HOVENDEN & SONS, Ltd.

29, 30, 31, 32 & 33 BERNERS ST., OXFORD ST., W.1. Tel. No.: Museum 2810 (5 lines).
And 89, 91, 93 & 95 CITY RD., FINSBURY, E.C.1. Tel. No. London Wall 6260 (3 lines).

LONDON.

Factory: 41 to 53 BRITANNIA ROW, ISLINGTON, N.

IT IS GOOD BUSINESS TO SHOW

POUDRE IMPERIA COMPACTE

TO ALWAYS LOOK YOUR BEST

Suggest
to your
DARK
customers
RACHEL
and
ROUGE
BRUNETTE
for
attractive
results.

Recommend
your FAIR
customers
to buy
ROUGE
BRUNETTE
and
NATURELLE
the two
combined
produce
most artistic
effects.



FACSIMILE OF SHOWCARD—
ONE OF OUR SELLING HELPS.

P.160/1, 7/6 per doz. Retails 1/- P.160/3, in dainty gold lacquer
vanity boxes, with mirror and puff, 10/6 per doz. Retails 1/6—2.-

THE EMPIRE PERFUMERY CO.

(Cuxson, Gerrard & Co. Ltd., Proprietors)

OLDBURY, ENG.

EXPORT AND COLONIAL INQUIRIES INVITED.

Lescol Perfumery

NOTICE.

New and attractive lines will be brought out shortly, and an illustrated catalogue sent out. In the meantime we will send on application a supplementary list of lines in stock, popular in price and advantageous in sale.

We can also offer to advantage Perfumery in Bulk in two qualities—Essential Oils of guaranteed purity; Floral Ottos for Cachous, &c.; Fruit and Soluble Essences, Chemicals, &c.

THE LONDON ESSENCE CO., Ltd.

(Proprietors of THE LESCOL PERFUMERY CO.)

Lomond Grove, Camberwell, LONDON, S.E.5.

Telephone: 810 HOP.

Telegrams: "VANILLIN, CAMBER, LONDON."

Cresp-Martineng

(Grasse, France),

Manufacturers of

ESSENCES & PRIME

MATERIALS for MANUFACTURING

PERFUMERS,

CONFECTIONERS,

ETC.

SYNTHETICS,
ARTIFICIAL VIOLETS

(MYRIONE),
ARTIFICIAL MUSK.

ENQUIRIES SOLICITED. LARGE STOCKS

ROBERT FERBER, LTD.
98/104 OAKLEY STREET,
LONDON - S.E. 1.

Agents for
the UNITED
KINGDOM &
CANADA.

TOOTH BRUSHES

A few gross left.
4-row with trans-
parent handles.
Fine quality.

Price 84/- gross for the lot, or 90/- single
gross. Sample dozen 8/-, cash with order.

D. W. BULL, 4 Churchill Rd., Homerton, E.9.

PERFUMERS ! SHORTAGE OF LABOUR

Advertisers are prepared to undertake the blending of Shampoo, Tooth, and other Toilet Powders, in large or small quantities at lowest possible rates. Good workmanship and prompt delivery. Ingredients supplied if desired at lowest market prices. Write, stating requirements.

MARTIN & CO., 71 City Road, Finsbury, London, E.C.1.

F. M. RUDD,

Bronson,

MICHIGAN,

U.S.A.

GENUINE AMERICAN PEPPERMINT OIL

"Columbia" Natural
"Diamond White"
Re-distilled.

Finest qualities for Druggists,
Distillers and Confectioners.

Sole Consignees in United Kingdom—

R. W. GREEFF & CO.

Thames House,

Queen St. Place, LONDON, E.C.



PERFUMES

(Wholesale & Export).

We offer a great variety of
CHOICE PERFUMES
suitable for all markets at
moderate prices.

ILLUSTRATED CATALOGUE ON APPLICATION.

“AVILLIA PERFUMERY”

LONDON FACTORY AND DEPOT:

G. W. RUFF, 95 & 97 Charlotte Street, London, W.1.

ZENOBIA Eau de Cologne and Zenobia Lavender Water are most useful as preventives of infection, and as purifiers and restoratives in the sick room, because of the essential oils used in their manufacture. These have most valuable antiseptic qualities.

ZENOBIA Eau de Cologne and Zenobia Lavender Water are the ideal perfumes—fragrant, lasting and refreshing.

ZENOBIA

EAU DE COLOGNE

	Per Doz.	Min. Retail
2 oz. ...	31/6	3/6
4 oz. ...	58/6	6/6
8 oz. ...	112/6	12/6
Watch-shaped	13/6	1/6

LAVENDER WATER

	Per Doz.	Min. Retail
2 oz. ...	33/9	3/9
4 oz. ...	60/9	6/9
8 oz. ...	121/6	13/6
Watch-shaped	13/6	1/6

Less usual discount.

Also all the usual sizes in wickered bottles:

Suggest to your customers that a small bottle of Zenobia Eau de Cologne or Zenobia Lavender Water should always be carried in the hand bag—the watch-shaped bottle is specially designed for this purpose.

ZENOBIA LTD.

Loughborough, LEICESTERSHIRE



*Attractive and Profitable
Lines which Sell at Sight.*

Norma's Eau de Cologne & Lavender Water

QUALITY PAR EXCELLENCE.
PACKED IN EXCLUSIVELY
DESIGNED BOTTLES & LABELS

PRICES:

	per Doz.	Retail
Eau de Cologne, 2 oz.	25/6	3/-
" 4 oz.	45/-	5/6
Lavender Water, 2 oz.	23/6	3/6
" 4 oz.	52/6	6/6

Also in larger sizes *pro rata*.

SPECIAL QUOTATIONS for QUANTITIES

From your Wholesale House, or

WALDEN, WALDEN & CO.

Manufacturing Perfumers,

89 Great Portland St., LONDON, W.1

It's a genuine pleasure

to sell your own Toilet preparations
when they are made with the

"PREMO"

CONCENTRATED ESSENCES, FLORAL OTTOS AND COMPOUNDS.



"Yes, Madam! I can recommend this preparation with absolute confidence. It is our own manufacture—made with the famous PREMO Essences, and I know therefore that it will give you the greatest satisfaction."

If you are not yet using the PREMO products, will you try them at our expense? We will gladly send samples to bona-fide inquirers.

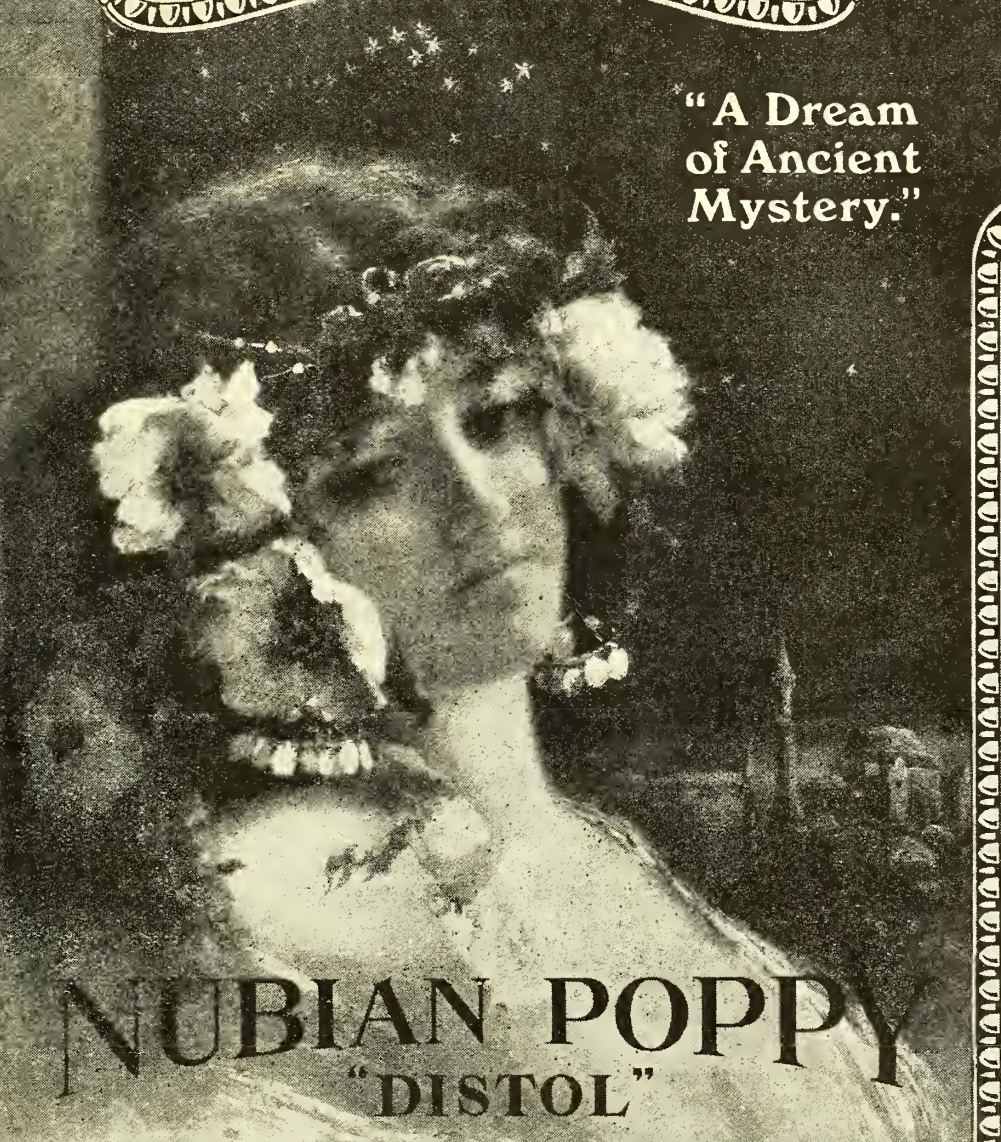
**The PREMO Concentré & Essential Oil Co.,
63 High Holborn, London, W.C. 1.**

Telegrams : "APPREMONA, Holb, London."

Paris Address : 32 Rue de Montenotte.

Telephone : Holborn 3095.

Telephone : Wagram 27-35



"A Dream
of Ancient
Mystery."

NUBIAN POPPY

"DISTOL"

A Floral Oriental Concentrate which produces a fragrant, full, and vigorous bouquet, such as will command the respect of discerning customers, while yielding the Pharmacist that generous profit to which users of "Distol" Ottos are accustomed.

Samples of perfumes made from Nubian Poppy and any other five of our thirty-three "Distols" with particulars of costs will be sent to any Pharmacist on request.

THOMAS KERFOOT & CO., LTD.
BARDSLEY VALE, LANCASHIRE,
& Bardsley House, London, England
ESTABLISHED 1767.

COPYRIGHT

— **SICILIAN** —
LEMON - BERGAMOT
ORANGE - MANDARINE.
— **SPINELLI** —

**THE OILS THAT HAVE A LONG
REPUTATION FOR QUALITY.**

In the manufacture of our Terpeneless Oils it was imperative that we secured the very finest Sicilian Oils to work upon. After several exhaustive tests we came to the conclusion that "SPINELLI" brand of Sicilian Oils gave us the best results. As we were able to place large orders for our own needs with the manufacturers, we have pleasure in stating that they have entrusted us with their British Agency, and we offer to users of Sicilian Oils the benefit of our experience. There is quality in every package. Guaranteed Genuine Oils of authentic origin, and to conform to any :: :: :: analysis as to purity. :: :: ::

HOLLANDS DISTILLERY LTD.

Lavington Street, Southwark, LONDON, S.E. 1

A B C Code, 5th Edition
Western Union.

Telegrams: "LANDSLQH, LONDON."
Telephone: HOP 898.

AMERICAN AGENTS—O. A. BROWN CO., INC., 99-101 Beekman Street, NEW YORK.

CANADIAN AGENTS—F. S. JARVIS & CO., 18 Toronto Street, TORONTO.

TERPENELESS OILS

BRITISH MADE.

We manufacture exclusively ourselves all kinds of Terpeneless Oils, and invite inquiries from users throughout the World.

WE SPECIALISE IN TERPENELESS:

Anise (Anethol)

Bay

Bergamot

Caraway

Cassia

Cinnamon

Clove

Dill



Geranium

Ginger

Juniper Berry

Lavender

Lemon

Limes

Mandarin

Nutmeg

Orange

Peppermint

Petitgrain

Rosemary



CINNAMIC

ALDEHYDE

GERANIOL

CITRAL

EUCALYPTOL



HOLLANDS DISTILLERY, Ltd.

Lavington Street, Southwark, London, S.E. 1.

A B C Code (5th Edition),
Western Union.

Telegrams: "LANDSLOH LONDON,"
Telephone: HOP 898.

AMERICAN AGENTS—O. A. BROWN CO. INC., 99-101 Beekman St., New York.
CANADIAN AGENTS—F. S. JARVIS & CO., 18 Toronto Street, Toronto.

PURE SPANISH ESSENTIAL OILS

(LONABARC BRAND).

ROSEMARY
PENNYROYAL
FENNEL (SWEET & BITTER)

LAVENDER
THYME (RED & WHITE)
ORANGE

GERANIUM
SAGE
LEMON

THYMOL

ACONITE ROOT
LAVENDER FLOWERS

GENTIAN ROOT
QUINCE SEEDS

Write for samples and prices to LONABARC TRADING CO., LTD., 5 FINSBURY SQUARE, E.C. 2.

'Phone: LONDON WALL 9020.

ROURE BERTRAND FILS, GRASSE.

Established
1820.

LAVENDER (French), SPIKE LAVENDER (French and Spanish)

NEROLI, GERANIUM (AFRICAN and BOURBON), SANDALWOOD, PETITGRAIN (FRENCH and AMERICAN),

VETIVER (JAVA and REUNION), ROSEMARY, BOIS DE ROSE FEMELLE, YLANG, &c.

ORRIS CONCRETE and LIQUID.

ESSENCES, SOLIDES and LIQUIDS from flowers. RESINOIDS and POMADES
We have Stocks in London of the most important Essential Oils and Perfumery Products.

JUSTIN DUPONT, Argenteuil (S. & O.), France

Makers of SYNTHETIC PERFUMES

and some of the finest original odours extant, for Sachets, &c.

SOLE AGENTS FOR THE UNITED KINGDOM:

STEPHENS BROTHERS & CO., 2, 5, & 6 Bury Court, St. Mary Axe, London, E.C.3.

Wholesale Houses only supplied.

"Lanzone" Lanolin

The Odourless Adeps Lanæ, B.P. Manufactured by
THE LONDON PHARMACEUTICAL REFINERS, LIMITED,
Martin's Yard, Endwell Road - LONDON, S.E. 4.

In a leading article in the "Medical Press" of June 26, 1918, occurs the following:—

"I hope that the same effort will be made to abolish Hun drugs as to get rid of Hun dyes. In one direction I am glad to find that this is being seriously attempted. One of the most important bases for ointments is lanoline. Now the English lanoline which is made by the London Pharmaceutical Refiners, Limited, of Brockley, has the merit of being superior to the old German lanoline. The B.P. allowance of fatty acids is 7, whereas this new English lanoline shows only 27. The new preparation is quite odourless, and acid fats do not develop in it by keeping. These are great merits, and show the extreme care with which the refining process has been carried out by the British refiners."

Sample and Quotations from the Selling Agents:

THE PRODUCE BROKERS' COMPANY, LIMITED, 24 St. Mary Axe, LONDON, E.C.3.

The Evan-Williams

Always in Great Demand.
Price List on Application.

The Evan-Williams Co., Ltd., 18, Ogle Street, W.1.

ORIGINAL HENNA SHAMPOO.

All Chemists and Stores adjacent to Theatres and Music Halls should stock the famous

LEROZA Theatrical Cold Cream and Grease Paint Remover.

Used and recommended by all the leading Artists, including The Two Bobs, Ernie Mayne, Miss Victoria Monks, Shaun Glenville, and scores of others too numerous to mention. Sells at 1/6 per tin box (about 10 oz.) costs 13/8 per dozen carriage paid. Cash with order.

From the Sole Inventor and Manufacturer, ARCHIBALD MOLE-FLOYD
The LEROZA THEATRICAL STORES, 71, 73 & 75 Cambridge St., Glasgow.

Natural Essence
of Peppermint.

DELECTA

Twice Rectified.
French Manufacture.

The best for Confectionery and for makers of Dentifrices, Peppermint Essence, &c.

M. GILBERT, VINCENNES (SEINE).

Selling Agent for the entire World.

RAYMET BONUS OFFERS FOR WINDOW DISPLAY

Showing from 85% to 100% profit

RAYMET HENNA & QUININE SHAMPOOS

Well packed—nicely perfumed and extensively advertised—RAYMET SHAMPOOS are one of the quickest selling lines ever introduced. One of the attractive 6-dozen show outers on your counter and another in your window will quickly show results. Best of all—customers appreciate the merits of RAYMET SHAMPOOS and repeat sales and recommendations are certain.

P.A.T.A. 3d. each, 20/- gross.
Cartons of 7 packets, 1/6 each, 12/- doz.



ZEX NAIL VARNISH

Each carton contains a bottle of pink-tinted Nail Varnish, a brush for applying same, and tube of powder for removing old varnish, stains, &c. This tube of powder is greatly appreciated by users, and Zex Nail Varnish is a quick seller where shown. Put up in neat blue cartons—labelled in blue and gold, and packed in one dozen show outers. Show-cards also supplied.

P.A.T.A. 1/3 each, 11/- per dozen.



ZEX POWDER LEAVES

White, Cream, Pink and Rouge. Stiff covers, printed in blue and gold. A popular line in every-day demand. Neat showcards supplied.

Retail 7½d. each, 4/6 dozen.
Gross lots, 48/-



ZEX NAIL POLISH LEAFLETS

In stiff covers, printed in blue. The leaflets are preferred to nail crayons, &c., by many people, as being more handy. The small size contains 60 leaflets and the large size 120. Neat showcards provided.

6d. size, 3/6 doz., 39/- gross.
10½d. " 6/- " 66/- "

The bonus offers shown below are suggested parcels and may be altered to suit customers' wishes. Raymet and Zex Preparations are interchangeable at any time.

Monthly account net. Carriage Paid. Cases free.

BONUS OFFER No. 1.

	Cost			Retail		
	£	s.	d.	£	s.	d.
½ gross 3d. Raymet Shampoos	10	0		18	0	
½ doz. 1/6 "	6	0		9	0	
1 doz. 1/3 Zex " Nail Varnish	11	0		15	0	
1 doz. 7½d. Zex Powder Leaves	4	6		7	6	
1 doz. 6d. Zex Nail Polish						
Leaflets		3	6		6	0
	1	15	0	2	15	6

Allowance for Window Display 5 0

1 10 0

Profit £1 5 6 or 85%

BONUS OFFER No. 2.

	Cost			Retail		
	£	s.	d.	£	s.	d.
1½ gross 3d. Raymet Shampoos	1	10	0	2	14	0
1 doz. 1/6 "	12	0		18	0	
1 doz. 1/3 Zex " Nail Varnish	11	0		15	0	
3 doz. 7½d. Zex Powder Leaves	13	6		1	2	6
1 doz. 6d. Zex Nail Polish						
Leaflets		3	6		6	0
	3	10	0	5	15	6

Allowance for window display 10 0

3 0 0

Profit £2 15 6 or 92%

BONUS OFFER No. 3.

	Cost			Retail		
	£	s.	d.	£	s.	d.
3 gross 3d. Raymet Shampoos	3	0	0	5	8	0
2 doz. 1/6 "	1	4	0	1	16	0
1 doz. 1/3 Zex " Nail Varnish	11	0		15	0	
4 doz. 7½d. Zex Powder Leaves	18	0		1	10	0
2 doz. 6d. Zex Nail Polish						
Leaflets		7	0		12	0
½ doz. 1/- " " " "		3	0		6	0
	6	3	0	10	7	0

Allowance for window display 1 0 0

5 3 0

Profit £5 4 0 or over 100%

RAYMET & CO. LTD., 507-509 Harrow Rd., LONDON, W. 10



Anthony Leighton

The only Shampoo that really keeps kiddies' heads clean in a nice way. So enticingly packed and advertised that no child-lover can fail to be attracted.

PROFIT
100%
P.A.T.A.

"Anthony Leighton" costs 3/9 doz., is P.A.T.A.d. at 6d. per packet. A 6-doz. illustrated carton, as shown, with 1½-doz. Bonus, plenty of carrier bags, window bills, cards, also copy of the pretty "Playtime Kiddies" showcard is sent. CARRIAGE PAID AT ONCE.

ALWAYS ADVERTISED AND EASILY SOLD

JUST
get a postcard
and 'sticker'
and simply
write this

'S + 1½ P.K.'

THIS WILL
MEAN TO US
the carton,
bonus and all
the advertising
matter men-
tioned being
sent at once.

CARR. PAID
LEIGHTON
Laboratories,
35 Gray's Inn Rd.

For LARGE BUYERS

For SHIPPERS

Good Toilet Goods

SHAVING STICKS,
BRILLIANTINES,
DRY SHAMPOO (Liquid and Powder), BAY RUMS, TOILET
PARAFFINS, LIME CREAMS, POMADE HONGROISE,
TOOTH POWDERS, DENTAL CREAMS, VANISHING
CREAMS, SHAMPOO POWDERS, and all TOILET GOODS.

SAMPLES AVAILABLE.

C. A. STOKES & CO., Ltd., 11 Eclipsol Works, BRISTOL.

Sell the article that pays for itself.

Our lines are genuine.

Large buyers of
Pomade Hongroise
Styptic Pencils
Nail Polish
Cloth Cleaners
Antiseptic Shaving Blocks
Razor Packs etc

Should write to :-
Delphinus Mfg. Co.,
445 Edward St.,
Brighton.

Telegrams: Sussex.
"Hongroise, Brighton" England.

Export to all Countries.

Best attention to all orders received.

"Strodonia" VANISHING CREAM

For displaying a small showcard, we make the following offer on INITIAL DIRECT ORDERS (One parcel only):—

1½ dozen 7½d. selling for 11 3
¾ " 1/- " " 9 0

For 10/- cash with order, carriage paid. 20 3
 7½d. and 1/- " " 5/6 and 9/- per dozen.

From London Wholesalers.
 Direct Orders value £5 subject to 10% discount and
 1 doz. 1/- size bonus for window display, showing
 38% on Turnover.

STRODE COSH & PENFOLD, LOWER UNION ST., BRISTOL.
 Manufacturing Chemists.

First-class Pharmacies are never without

SoTOL

Antiseptic Mouth & Throat Wash
 Non-Carbolic Tooth Powder
 Tooth Paste

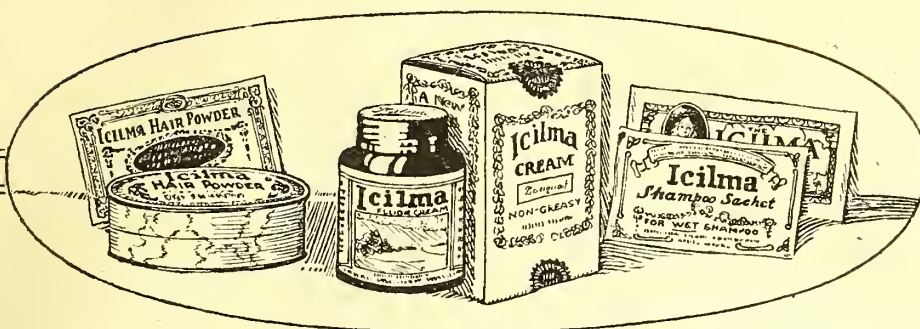
From all Wholesalers or direct from

THE WESTERN DENTAL Mfg. Co., Ltd.

74 Wigmore St., London, W.1.

Laboratories—West Ealing, W.13.

Advertising matter free on request. On the P.A.T.A.



Good Profits

Our policy has always been to give generous profits to the retailer who displays Icilma. Specimen parcels showing profits are illustrated below; these parcels can be varied to requirements.

But we do much more than merely offer you *good profits on good goods*—we help you to sell them by means of our *good advertising*. After all you get no profit till the goods are sold. And *quick sales* mean *large profits*. Our advertising helps you there. It's a point worth noting—but your own records will prove the truth of this.

Price Lists and Display terms post free on request.

Icilma

Toilet Preparations

30/- order.		Outlay Income	
		s. d.	s. d.
1 doz. 1/- Cream @ 10/-		10 0	12 0
4 " 1/6 F.T. " @ 15/-		7 6	9 0
6 " Shampoo Sachets		10 6	18 0
2 " Hair Powder		3 9	6 0
		31 9	45 0
	Less 10%	3 2	
		28 7	
2½% for cash with order		0 8	
		27 11	45 0
Profit on outlay 17/1=61%			

£3 order.		Outlay Income	
		s. d.	s. d.
3 doz. 1/- Cream @ 10/-		30 0	36 0
12 " Shampoo Sachets		21 0	36 0
6 " Hair Powder		10 6	18 0
		61 6	90 0
	Less 10%	6 1	
		55 5	
	Display Allowance	4 0	
		51 5	
2½% for cash with order		1 4	
		50 1	90 0
Profit on outlay 39/11=79%			

£6 order.		Outlay Income	
		s. d.	s. d.
5 doz. 1/- Cream @ 10/-		50 0	60 0
1 " 1/6 F.T. " @ 15/-		7 6	9 0
2 gr. Shampoo Sachets		42 0	72 0
1 gr. Hair Powder		21 0	36 0
		120 6	177 0
	Less 10%	12 0	
		108 6	
	Display Allowance	10 0	
		98 6	
2½% for cash with order		2 5	
		96 1	177 0
Profit on outlay 80/11=84%			

**Supplies now Normal
Pre-War Quality Guaranteed**

Manufacturers — Icilma Company, Limited,
Sole Distributors—International Icilma Trading Co., Ltd.,
T 6—11/10/19.

} 37, 39, 41, 43, King's Road,
ST. PANCRAS, London, N.W.1

DEARBORN

LIMITED

37 Gray's Inn Road, London, W.C.

Tollet Specialities.

	Price per dozen to Retailer	Selling Price P.A.T.A.
PILENTA SOAP -	10/-	1/-
A complexion Soap.		
PROLACTUM -	10/-	1/-
For the lips.		
PARSIDIUM JELLY -	10/-	1/-
For wrinkles.		
ALLACITE of ORANGE -	22/6	2/6
A dressing cream. BLOSSOM		
BORANIUM -	22/6	2/6
A hair tonic.		
CLEMINITE -	22/6	2/6
For a face lotion.		
COLLIANDUM -	22/6	2/6
For a face tint.		
TEKKO PASTE -	22/6	2/6
Camphor cream.		
SILMERINE -	22/6	2/6
Hair curling fluid.		
PERGOL -	22/6	2/6
A deodorant.		
STALLAX -	22/6	2/6
For a shampoo.		
JETTALINE -	31/6	3/6
For clearing the skin.		
PHEMINOL -	36/-	4/-
A depilatory.		
MENNALINE -	36/-	4/-
For the eyelashes.		
MERCOLIZED WAX -	31/6	3/6
A face cream.		
STYMOL -	36/-	4/-
For oily complexions and blackheads.		
BARSYDE -	22/6	2/6
Dandruff eradicator.		
TAMMALITE -	22/6	2/6
For grey and faded hair.		
LIQUID PERGOL -	31/6	3/6
To check excessive perspiration locally.		
BICROLIUM -	22/6	2/6
For whitening the hands.		
HARAPOSA -	22/6	2/6
Nut oil shampoo.		

STOCKED BY ALL WHOLESALE HOUSES

COLONIAL DEPOTS AND AGENCIES.

AUSTRALIA:
ALL WHOLESALE and
DEARBORN, Ltd., Grace House, Clarence Street, Sydney.

SOUTH AFRICA:
LENNON & CO., Ltd. (Cape Town).
SIEVE BROS. & KARNOVSKY (Johannesburg).

INDIA:
KEMP & CO., Ltd. (BOMBAY).
R. MACLURE (Madras).
SMITH, STANISTREET & CO. (Calcutta).

NEW ZEALAND:
SHARLAND & CO., Ltd. (Auckland & Wellington).

SOUTH AMERICA:
DEARBORN, Ltd., CALLA SALTA, 264, Buenos Aires.



Whitecross Baby Powder

British make throughout.

In smartly decorated tins, with sprinkler and dome top.

P.A.T.A. 10½d. ; 6/- per doz.



Peach Bloom Face Powder

British Make throughout.

NO ADVANCE IN PRICE.

In various tints.

P.A.T.A. 7½d. ; 3/6 per doz.

Whitecross Tooth Powder

British Make throughout.

Being a first-class article, packed in smartly decorated tins.

Two sizes, 3/3 and 5/3 per dozen.

The Whitecross Baby Powder and Tooth Powder have both obtained the Certificate of Merit of the Institute of Hygiene.

Menthol and Menthol & Eucalyptus Snuff,

in special decorated tins. On the P.A.T.A. at 4½d. ; 2/9 per dozen.

Tooth Paste in Collapsible Tubes.

All varieties, 5/- and 6/9 per dozen; also a special new line "Antiseptic," each in carton 5/3 per dozen.

Lanoline, Oatmeal Cream, Witch Hazel, Antiseptic Honey Jelly, etc., in tubes, 5/- and 6/9 per dozen.



Madam Var's Henna Shampoo

Very smart wrapper in eight colours; loose 22/- per gross, one show box with each gross. Packed seven in a box, 13/3 per dozen boxes.



TOILET PARAFFIN, 2½ oz., 8/- per dozen; 5 oz., 11/3 per dozen.

BAY RUM, 2½ oz., 6/9 per dozen; 5 oz., 8/6 per dozen.

FIXAR HAIR CREAM, 2½ oz., 7/6 per dozen; 5 oz., 9/9 per dozen.

EAU DE QUININE, 2½ oz., 10/- per dozen.

Bay Rum and Cantharides, Brilliantine, Cold Cream, and dozens of other lines. Price Lists on application.

DECORATED TINS and Plain in variety, all sizes, from 2 dr. upwards. Whitecross Ointment Tins, Vaseline, Fuller's Earth, Violet Powder, Tooth Powder, etc. etc.

Ready Again.—Ointment Tins with buyer's name round edge, and plain centre for labels. Write for particulars.

SPECIAL DISCOUNTS TO LARGE BUYERS.

The CHEMISTS' MANUFACTURING Co., Ltd.

with which is
incorporated

SHIRLEY BROS.

Whitecross Works, Rockingham Street, S.E. 1.



*The Biggest Profit on any
advertised Vanishing Cream
yet offered to Chemists.*

Unique BONUS OFFER for

SNOWLEEN

The advertised Face Cream with a Profit of 82%

BONUS OFFER No. 16.

1 gross Snowleen 1/- @ 92/-
£4 12 0

1 doz. Snowleen 1/-
2 doz. Snowleen } FREE
Shampoo 3d. }

Produces £8 2 0 or 82% Profit.

BONUS OFFER No. 17.

½ gross Snowleen 1/- @ 92/-
£2 6 0

½ doz. Snowleen 1/-
½ doz. Snowleen } FREE
Shampoo 3d. }

Produces £3 19 6 or 80% Profit.

Write for samples

WHITE BAND MFG. CO., Limited,
CROYDON, SURREY.



WAVCURL

THIS article has now been sufficiently long before the public to enable them to sample its merits. This the public have done on a large scale, and many delighted users have come again and again to the retailers they buy from for further supplies. The demand has been extraordinary. At first the proprietors tried to cope with it per post, but they soon saw that this was too cumbersome and tedious a method, and they are now gladly availing themselves of the services of the trade. Wavcurl is a first-class seller and a first-class payer, too. The profits are all they should be on a toilet line, as any reader can see for himself in the P.A.T.A. Protected List. Forty per cent (40%) should surely awaken your interest, especially in a line that sells at sight. All classes of ladies, from the titled dame to the busy factory worker, are using it as their readiest means of keeping themselves attractive, notwithstanding the great demand there is just now upon their time. To the user it is a great time-saver; to the seller, a great money-maker. We invite your application for Showcards and Dummies for window-dressing. A Wavcurl window-show in an industrial or factory area will simply make the shillings shower into your till. Address post card to

THE WAVCURL CO.,
FULWOOD HOUSE, HIGH HOLBORN, W.C.1

	Per doz.		Per doz.
1/6 Wavcurl (in packets) ...	9/-	1/6 Duvetine (Superfluos Hair Remover) ...	9/-
2/9 Wavcurl (in bottles) ...	21/-	1/6 Wavcurl Hair Tonic (9 in Powdered Form) ...	9/-
1/6 Complexion Cream ...	10/-	1/6 Eyelashine ...	9/-
2d. Shampoo Powder ...	15/- gross.	Showcards for Window Dummies for Show	no charge

Agents: PARIS.—A. W. Scott, 38 Rue du Mont Thabor. CANADA.—W. W. Barry, 1 Port Street, Montreal.

BE SURE AND ADD

La-Rola Rose Bloom

TO YOUR STOCK AT ONCE,

as it is being largely advertised in the "Daily Mail," "Mirror," "Sketch," etc.

Do not lose the business through being out of stock.

It is the most natural tint on the market, and is selling well wherever introduced.

Lait La-Rola & Glycerine & Cucumber
supplied as usual,

All these articles are protected at FACE VALUE.
Write for Display Terms and save 10%.

M. BEETHAM & SON, Cheltenham.

OVER 100 % PROFIT
ENSURED & PROTECTED (P.A.T.A.)
for sellers of

Laurence's Hair Dyes

One solution, nine shades.

A first-class article with an excellent demand, created entirely on its own merits, and carrying a first-class profit.

Size.	Minimum retail.	Minimum wholesale.	
1/-	1/-	7/6	per doz. less 5% discount.
1/6	1/6	9/-	
2/6	2/6	15/-	
3/6	3/6	21/-	

SPECIAL BONUS

Buyers of 3 doz. bottles receive 3 bottles gratis (may be assorted and any size).

Do. 6 doz. do. 8 bottles gratis.

Do. 12 doz. do. 18 bottles gratis.

Equivalent in the case of the size in most general demand, viz. 1/6 size, to 4/6, 12/- and 27/- respectively.

SOLE PROPRIETORS—

C. R. HARKER, STAGG & MORGAN,
DEVON WHARF,
LTD.
Emmott Street, Mile End, London, E.1.

"T.M."



THOS. CHRISTY & CO.
4/12 Old Swan Lane, E.C. 4

WHEN YOU STRIKE

a good thing like "T.M." stick to it. Sells anywhere and everywhere, *even if you only show it.* A Real Smokers' Dentifrice, made from a formula that thoroughly cleanses and whitens Smokers' teeth. Not an ordinary Tooth Paste dressed up to appeal to *Smokers, but the genuine article.*

"T.M." SMOKERS' PASTE POWDER.

Beautifully packed in tubes and cartons—the latter in five colours—gives a splendid profit, and if you put "CHEERFUL T.M." as illustrated, in your window, sales are automatic. Read the note at foot and send the p/c.

"T.M." Smokers' Tooth Paste, ^{doz.} 9 9 P.A.T.A. 1 3
" " Tooth Powder, 3/9 " 7½d.
ADVERTISED EVERYWHERE.

We will send along at once the "T.M." "Peak" Show on receipt of a p/c ordering 6 dozen Paste and 6 dozen Powder—including half-dozen (Paste) Bonus.

"OKOS" Tooth Powder

"OKOS" Sales are Good

"OKOS" Profits are Good

"OKOS" One chemist has sold during the past ten weeks, 45 doz. tins of "OKOS" over his counter at a profit of £9.

7½d. per tin, retail.
£3 per gross

15 dozen to the gross

YOU CAN DO THE SAME.

STOCK 'OKOS' NOW

The Biggest Tin at the smallest price.

Sole Proprietors:—

THE MIDLAND WHOLESALER,
2 Regent Place,
LEAMINGTON SPA.

This Showcard printed in FIVE COLOURS SUPPLIED FREE



SALES
BEAT ALL RECORDS.

INDIAN PERFUME BRICK

KEEPS AWAY MOTH.
LASTING & FRAGRANT.

PERFUME
BRICK

FOR LINEN CUPBOARD AND WARDROBE.

Retail Price, 6d.

Of the Makers:

ALBERT WILLIS & ARTHUR, Ltd.

8 Mortimer St., London, W.

AND ALL WHOLESALERS.

THREE GOOD SELLERS THAT PAY WELL

FROZOCLONE

(The original solid Eau de Cologne).

(Regd.)



THE WORLD'S GREAT
PERFUME AND
REFRESHER IN
SOLID FORM

Retails (P.A.T.A.)
Minimum - 3/-
giving at least 10d. Profit
on each sale.
26/- - - per doz.

FROZOCLONE is a convenient form of the finest Eau de Cologne, refreshing when rubbed on the forehead, equally pleasant as a smelling bottle, invaluable in a heated atmosphere and when motoring.

CARNATE (Regd.).

A NAIL POLISH PASTE with new and distinctive features. Antiseptic—Softens the cuticle—Brilliant and lasting polish.

Retails (P.A.T.A.) minimum 1/6; 12/- per doz.

ANALAX

(Reg. Pat. No. 310716)



The Ideal Fruity Laxative in Pastille Form.
DELICIOUS. RELIABLE. EFFECTIVE.

Retail (P.A.T.A.) Minimum 2/3
21/- per doz., stamped.

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FRANCIS NEWBERRY & SONS

"A1" SHAVING CREAM

UNDER ROYAL, NAVAL &
MILITARY PATRONAGE.

**This High-Class Shaving
Cream will appeal to the
elite of your Customers.**

Add to your Stock a few A1
Shaving Cream and be wise.

18/- per dozen.

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NAIL CLIPPERS

BRITISH MANUFACTURE.

FINEST QUALITY STEEL

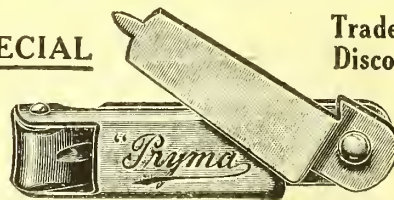
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12 OR 24 ON CARD.

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Competitive Price to meet Foreign Competition.

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Stocks held in Ireland by
MAY & CO., Victoria Buildings, Victoria St., BELFAST.

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Shampoo Powders

DAINTY
ATTRACTIVE
PROFITABLE

AND

Well Advertised



PRICES—3d. size, 11/- for carton
containing 6 dozen Powders.

1/6 size, 13/6 per dozen
cartons

C. E. FULFORD, LTD., LEEDS.

CARMOL LTD. Washington Street BIRMINGHAM

SPECIAL LINES.

TOOTH POWDERS

CARBOLIC

WHITE CARBOLIC

OXYGEN

SMOKERS'

Small size $1\frac{1}{3}$ doz., 14/- gross

Large ,, $3\frac{1}{3}$,, 36/- ,,

Special Quotations to large Buyers.

Attractively Decorated Tins

TOOTH PASTES

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FORMALIN & MINT

5/- doz. - - 57/- gross

Attractive Designs.

Own Name on 3 dozens.

Show Outers Supplied.

Please Note Alteration in ADDRESS.

Cold Cream

IN POTS, TINS, OR BULK.

ABSOLUTELY DEPENDABLE.
BRINGS REPEATS EVERY DAY.

Lavender Ice

FOR CHAPPED HANDS

A QUICK WINTER SELLER.

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Samples free on application to

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THE BANK HAS OVER 1,400 BRANCHES
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ASPIRIN

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6/6 per 1000.

Absolutely
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MAPLE CREAMSoda Pyrophosphate
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A British Product equal to
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Fully Warranted under
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ESTABLISHED 1870.**JOHN LORIMER,**

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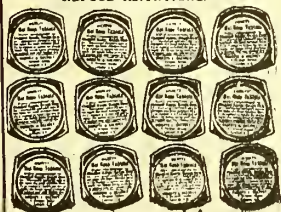
**STYPTIC
PENCILS**Stop flow of blood at once
Retail at 6d. & 1/- each
2/6 doz.
From all Sundry
Houses.**ADEPS
LANÆ,**B.P.
(Lanoline)
Anhydrous and
Hydrous.**VITAGEN**Identical with
Sanatogen in composition,
prices packages, terms, etc.**FORMAMINT**Throat Tablets.
Reliable and Genuine.
15/- Doz. Unstamped
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SANATOGEN**

Pure and Genuine.

The All-British and Best.

Prices are
3/- size, 24/- doz.
6/- " 42/- "**NARGENTOL**Contains 24 % Silver,
with Protein obtained
from Wheat. The most
important and satisfac-
tory of all Silver Salts.
In 1 oz. and ½ oz.
bottles.**Peroxide of
Hydrogen.**

100 VOLUMES.

Aktiebolaget Oxygenol,
Stockholm, Sweden.MERELY drop a
slip label into ½d.
envelope and we
will return it with
two of these dummy
showcards for
counter display.See last Sep. 20 advert.
for the real thing.ROBERTS & SHEPPEY,
2 Skipton Street, S.E.1.

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**CLINICAL
THERMOMETERS**

GUARANTEED, VERIFIED and STAMPED.

*A certain quantity for
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Special Quotations for Large Buyers.

Sole Proprietors of the "Perfectum" brand Clinical

ARTHUR BERTON, LTD.

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Telegrams : "Aybelim, Finsquare, London." Phones : London Wall 507, City 993

IMMEDIATE DELIVERY

GATES' BOTTLE CAPPING SKINS



SNOW-WHITE OPAQUE ROLLED SKINS.

SOMETHING QUITE NEW. These Skins are damp and READY FOR USE. Used by all the Leading Perfumery and Drug Houses. ABSOLUTELY AS OPAQUE as Split Skins and equal in appearance.

"Mine beat all others."



"SOLE PIONEER"

and Only English Manufacturer:

LESLIE GATES
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Another New Specialty.—Try my TRANSPARENT SHEEP BAUDRUCHE CAPPING SKINS.

THE CHEAPEST & MOST EFFECTIVE CAPPING EVER PRODUCED.

ALSO GOLDBEATER'S SKIN FOR MEDICAL PURPOSES.

To Perfumers and Druggists.

If you wish to get the best value for money follow the lead of all large consumers, and place your orders for

BOTTLE CAPPING SKINS

OPAQUE and TRANSPARENT, with

Robert Rawley,

149 Gray's Inn Road,
LONDON, W.C.1.

My Capping Skins are known to all large consumers to be the best on the market both for quality and price. They are all manufactured in London. Write for samples and particulars and compare with your present supplies, and see what I save you.

OPAQUE ROLLED SKINS made to order if required.

PLEASE NOTE MY ONLY ADDRESS:

ROBERT RAWLEY,

Harcourt House,

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Talks to CHEMISTS.

No. 1 is about PRICES.

STOP thinking of things as they were four years ago. What was fair *then* is not fair *now*. Conditions have changed. Since March raw material has advanced 20 %, and quite recently wages have gone up 35 %—and even *this* must not be regarded as final.

Meantime our prices must advance part the way, viz. 15%, to help us meet the new conditions. Not unreasonable, is it when you know the facts? Prosperity for all means a fair deal for all, whether the thing sold is food, labour, capital—or Corks! Move on. Keep going. Pull your share of the load. Buy

PYRAMID CORKS

And, in so doing, know that you are getting the most your money will buy.

N. W. Mitchell & Sons, Ltd.

"The Cork Firm,"

Limehouse.



London, E. 14

SEMREH

BOTTLE CAPS

Will help you to bridge over a lot of your capping troubles. Let us tell you how.

THE VISCOSE

Development Co., Ltd.,
BROMLEY, KENT.



FLY GUM

For Fly Papers and Reels.

Guaranteed to retain its stickiness
TWO OR MORE SEASONS.

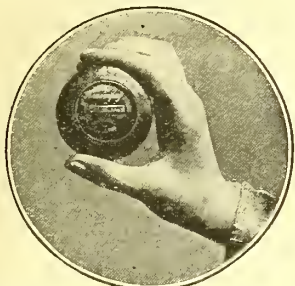
Prepared by

E. H. WRIGGLESWORTH,
Manufacturing Chemist - HULL.

MOUSLEY'S 'BEAVERPUFF'

Patent Nos. 4931 and 4932.

The Ladies' Natty Friend.



Just out. Demand great.
Delightfully soft in use.
Superior to artificial Puffs.
Write for Prices and Terms

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(MAKER)

Priest Bridge, Mortlake,
London, S.W. 14.

SELLS QUICKLY AND Brings Custom



VIOLIV ICE, for Chapped Hands, Frostbite, etc., has secured a ready sale and many repeat orders. Every Chemist should stock it.

Attractively packed in tastefully coloured cartons, suitable for counter and window displays. Showcard and window-bills free with each order. The Showcard sells the goods.

A profitable line, retailing at 4½d. per packet, and costs 36/- per gross, with a Free Bonus of 3 dozen with each gross for cash with order. Half-gross lots with 1 dozen bonus 18/- carriage free. Prompt and quick dispatch.

VIOLIV ICE is so good that it makes a customer, and is noted for its repetitious powers.

THE VIOLIV MANUFACTURING CO.
26 Haymarket Terrace, EDINBURGH.

POUDRE MALACEINE

MANUFACTURED BY
PARFUMERIE MONPELAS,
PARIS.



No. 67, Small ... 25/- doz.
,, 68, Large 35/- doz.

*An extensive Advertising
Campaign in all the
principal Society Journals
is now proceeding.*

Write for SPECIAL TERMS and
particulars of other MALACEINE
PRODUCTS to the Sole Wholesale
Agents for Great Britain and Ireland :

WILLIAM TOOGOOD, LTD.
77 Southwark Street,
LONDON, S.E.1.

BIDWELLS' LTD.

RELIABLE TOOTH BRUSHES.

Gloria Silverdrawn, -	18/-
Mitre - - -	14/-
Elephant - - -	12/-
Anchor - - -	10/-

GROSS LOTS NAMED FREE. CARRIAGE PAID.

We do not Sell Foreign Tooth Brushes.

A selected £10 parcel of Hair Brushes from 30/- to 100/- per doz., carr. paid.

Made at our Factories, AXMINSTER, DEVON.



TRADE MARK

PERFECTUM SERIES

SURGICAL DRESSINGS AND CHEMISTS' SUNDRIES

JUST RECEIVED,
CONSIGNMENTS OF

Tooth Brushes ^{from} **4/9**
^{dozen.}

Hair Brushes **20/-**
^{dozen.}

EARLY INQUIRIES SOLICITED.

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ARTHUR BERTON, LTD.,
Manufacturers,
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Telegrams: "Aybelim, Finsquare, London." Phones: London Wall 507, City 998.

SHAVING BRUSHES

with Boxwood, Metal or Bone handles.

REAL BADGERS

Nickle plated Shaving Bowls.

IODINE BRUSHES,
THROAT BRUSHES,
CAMEL HAIR PENCILS.

VARNISH & PAINT BRUSHES.

Also Puffs and Puff Boxes,
Pocket Combs, Hair Brushes.

Wholesale and Export only supplied.

A. E. DEPRETER,
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Telephone: Holborn 3182.

Telegrams: "Aedepelon, Smith, London."

You can double your Sale of Seidlitz Powders

BY STOCKING AND SHOWING

G.O. SEIDLITZ POWDERS

Retail at 3d. each,

PACKED IN SMART ENVELOPES.

G.O. SEIDLITZ are extra strong, sweetened and lemon-flavoured.

A half-gross Show Carton, containing 72 Powders, a Showcard and Window Bill, costs you 10/6, and retails at 18/-

Order a Carton to-day from your Patent Medicine House. Show the bill and card—the result will please you and surprise you. Or send a 1½d. stamp for a sample packet to

The Greenwich Lemonade Co.

(J. MILNER, M.P.S., Proprietor)

11 John Penn Street, London, S.E.13.

**LABORATORY
OF GENERAL PHARMACOLOGY,
8, Rue Vivienne, Paris.**

LONDON AGENTS:
WILCOX, JOZEAU & Co., 49, Haymarket, S. W.



**CHAPOTEAUT'S
CAPSULES of
PHOSPHOGLYCERATE
of LIME.**

**THE BEST TONIC FOR
FORTIFYING AND BUILDING UP
THE NERVOUS SYSTEM.**

Sold by all Chemists.
**Wholesale: 8, Rue Vivienne,
PARIS.**

MORRHUOL CHAPOTEAUT



CAPSULES

MORRHUOL DE CHAPOTEAUT
is extracted from cod-liver oil, and
contains all its efficacious prop-
erties without the disagreeable taste.

*It cures Coughs, Bronchitis and Catarrh,
restores the appetite, and gives force to
feeble persons.*

SOLD BY ALL DRUGGISTS.

**CHANDRON'S
DROPS**

(Gouttes des Colonies)

**A harmless antiseptic
preventative against CHOLERA-
FERMENTATION - INDIGESTION
& other intestinal disturbances.**

SOLD BY ALL CHEMISTS

*I find the odor exquisite and
will in Charma's hair scented
by this perfume. Very sincerely,
Mary Garden*

**PARFUM
MARY
GARDEN
RIGAUD
PARFUMEUR
16, RUE DE LA PAIX
PARIS.**

**LONDON AGENTS
HEPPELL & CO., 164, Piccadilly, W.**

Order Early and Avoid Disappointment.

PEPS

NOW SUPPLIED

ONLY IN TIN BOXES

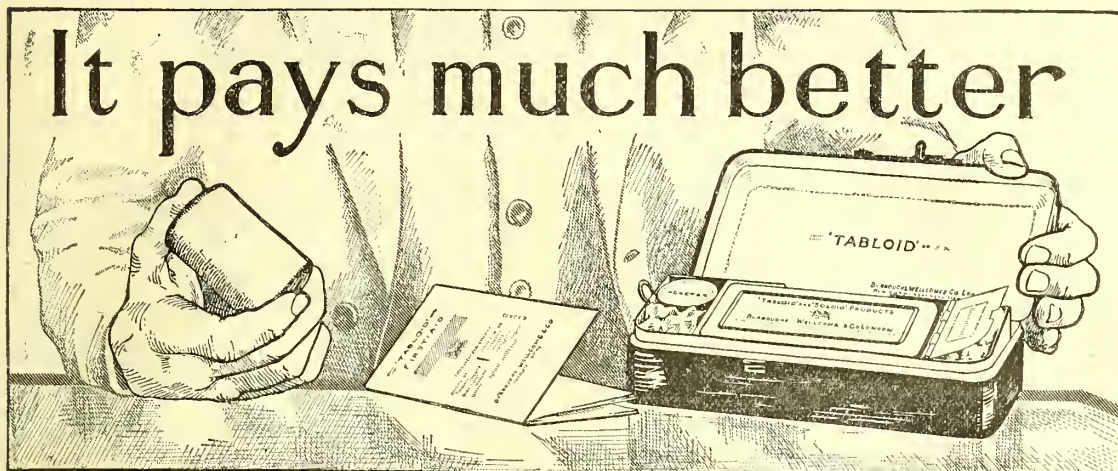
AND EACH TABLET
SEPARATELY

WRAPPED IN TIN FOIL

*Any Chemist Desirous of Exchanging
Old Stock (in Cardboard Boxes) can do so.*

C. E. FULFORD LTD., LEEDS.

Irish { Messrs. T. McMULLAN & Co., Victoria St., BELFAST.
Agents { Messrs. MAY, ROBERTS & Co., Ltd., Westmorland St., DUBLIN.



Every time you are asked for a bandage—

a packet of lint, or a box of boric ointment, there is a fine opportunity to introduce 'TABLOID' First-Aid.

Your bandage customer makes only a small purchase and probably buys elsewhere next time. If you sell him a 'TABLOID' First-Aid Outfit you impress your pharmacy and your personality upon his memory. He not only spends more upon this occasion, but comes back to you when he wants refills. Customers use more dressings when they have them handy.

From every point of view it pays very much better to

Introduce

'TABLOID' First-Aid

(Trade Mark)

SOME CURRENT PRICES (SUBJECT):

Make a point of keeping 'Tabloid' First-Aid displayed on your front counter and in your window

'TABLOID' BRAND			Each	'TABLOID' BRAND			Each
„	First-Aid, No. 702 ...	...	60 0	„	First-Aid, No. 708 ...	...	8 0
„	„ No. 704 ...	...	120 0	„	„ No. 709 ...	...	8 0
„	„ No. 706 ...	...	10 0	„	„ No. 710 ...	...	2 6
„	„ No. 707 ...	...	13 0	„	„ No. 715 ...	...	24 0

For illustrations, etc., see B. W. & Co. General Price List



BURROUGHS WELLCOME & CO., LONDON

For the Busy Pharmacist.

A Reliable WINTER LINE. SELLS WELL—GOOD PROFIT, and gives Entire Satisfaction to the Public.

MD COUGH CURE

RETAIL, 1/3	WHOLESALE, 10/- per doz.	} Less our Profit-Sharing Discount of 10%
„ 2/3	„ 18/- „	
„ 4/-	„ 32/- „	

This line is cartoned in an attractive, forceful and saleable style.

Large Window Bill and Showcard Supplied. Send at once for Sample Assorted Gross, Carriage Paid. Only qualified Chemists supplied.

CUPAL LIMITED, BLACKBURN.

The British Cyanides Company, Limited,

Sales Office: 49 Queen Victoria Street, London, E.C. 4.

Telegrams: "Cyanobrit, Cannon, London."

Telephone: Central 6273 (2 lines)

POTASH

COMPOUNDS

Manufactured in England from English Potash.

PERMANGANATE OF POTASH. | YELLOW PRUSSATE OF POTASH. | RED PRUSSATE OF POTASH.

Orders for less than 100 lb. not accepted by us.



A Weekly Journal of Pharmacy and of the Chemical and Drug Trades.
ESTABLISHED 1859.

The CHEMIST AND DRUGGIST is in circulation and reputation the leading journal addressing the Chemical and Drug trades in the British Empire and other countries in the Old and New Worlds. It is the official organ of the Pharmaceutical Society of Ireland, the Chemists and Druggists' Society of Ireland, and of many Chemists' Societies in Australia, New Zealand and South Africa.

SUBSCRIPTION RATES.

FIFTEEN SHILLINGS a year payable in advance to any part of the world, including a copy of *The Chemist and Druggist Diary*. Subscriptions may begin with the first issue of any month. Single Copy, 6d.; *Diary* 3s. 6d. post free. Postal orders and cheques should be crossed "Bank of Liverpool and Martin's Ltd."

Prix de l'abonnement annuel: le journal une fois par semaine, et l'agenda une fois par an, 15s., franco.

Precio de suscripción anual: el periódico una vez por semana, y el agenda una vez por año 15 ch., franco.

Terms for advertising may be obtained on application to the Publisher
Head Office: 42 CANNON STREET, LONDON, E.C. 4.
Telegrams: "Chemicus. Cannon, London." Telephone Central 3617 (three lines).
Branch Offices: MELBOURNE AND SYDNEY, AUSTRALIA.

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Known, Admitted, and Approved Remedies.

FOLLOWING the practice which we started some years ago we propose to reserve space in the forthcoming issue of *The Chemist and Druggist Diary*, 1920, for the registration of formulas for "known, admitted, and approved remedies." Under the Medicine-Stamp Act, 1812, such medicines, when sold by chemists, are exempt from medicine-stamp duty so long as the formulas are contained in recognised works of reference. A clear indication must also be given on the label of the medicine to the published formula as evidence that the medicine is of the kind to which the exemption refers. *The Chemist and Druggist Diary* was the first book of reference recognised by the Board of Customs and Excise, after the "British Pharmacopœia," and the *Diary*, being published periodically, affords an opportunity for chemists to add any fresh formulas for medicines coming within the definition of "known, admitted, and approved remedies." Chemists who desire to take advantage of this arrangement should forward true copies of the formulas with the titles and directions for use so that we can include these in the *Diary*. We shall attach the correct reference numbers to the formulas when they are published. The formulas, which must be written on one side of the paper only, should be sent as promptly as possible before October 20 addressed to the Editor, *C. & D.*, 42 Cannon Street, London, E.C. 4.

The Profiteering Act.

MAKING COMPLAINTS AGAINST WHOLESALERS.

Attention is drawn by the Ministry of Food to the fact that the machinery for the hearing of complaints of profiteering in connection with sales by wholesale is now in existence. There is no official form on which to lodge a complaint. All that a complainant has to do is to state his facts in writing and deliver it to the Secretary, Complaints Standing Committee, Profiteering Act Department, 54 Victoria Street, London, S.W. 1, within seven days of the date of the transaction to which the complaint relates. The following particulars should be given: 1. The date of the transaction. 2. The conditions under which it was entered into. 3. The names and addresses of the parties. 4. The precise nature of the goods. 5. The price paid or demanded. Complaints will be considered by the Committee, who will decide whether a *prima-facie* case has been made out and, if so, appoint a tribunal to hear the case. Complainants must be prepared to attend before such a tribunal and give evidence on oath; they may conduct their own case or appoint some other person for the purpose. This notice refers only to wholesale transactions. Complaints against retailers should be addressed to the Local Profiteering Committee.

A CHEMIST'S VIEW.

Pharmacists were represented by Mr. C. Critchley, Ph.C., at a meeting of the Blackburn Chamber of Trade held on October 6 for the consideration of the subject of profiteering. The President said that in his view the Act was only tinkering with the question. The world shortage of goods gave the profiteer a favourable field, and the real cure was to be found in national economy and an increase of production.

TRIBUNAL CASES.

The Lambeth (London) Profiteering Committee is considering a case of a returned bottle. A woman states that she bought medicine from a chemist and was charged 3d. for the bottle. When she returned the bottle she was offered ½d.

The Hackney (London) Profiteering Committee, at its sitting on October 7, dealt with the case of a grocer named Lee, who admitted charging 5d. an ounce for pepper, which he had purchased at 2s. 1d. per lb. He was called on to refund half the price charged to the customer. The Chairman described the case as one of flagrant profiteering, of which it was possible more would be heard later.

One of the first cases heard before the Hastings Profiteering Committee was that of Boots, Ltd., who were charged with obtaining an excessive profit on a tin of Savory & Moore's infant food, supplied to a customer on September 19. The customer said he had purchased the food regularly every three weeks for some months, and on each occasion had asked the company to order him another tin. In August he paid 5s. 10d., and the manager then said he need not order another, as they had two in stock. On September 19 he was charged 6s. 6d. for the same food. He contended that the tin was reserved for him, and that he should have been charged 5s. 10d. The company stated they had instructions from the makers, and had to put the price up. They did not consider this tin was ordered by the customer. They had other customers for the food. The Committee decided to adjourn the case, and asked that evidence might be brought as to the number of tins of that size sold at the shop in six months.—In another case the allegation was that a trader charged an unfair profit for a 4-oz. jar of marmite. The complainant said that she had previously paid 1s. 3½d., and on September 27 was charged 1s. 6d. Evidence for the defence showed that the makers had raised the price 2s. 6d. per dozen to the traders as from September 15. The case was dismissed.

PLATINO is an alloy of 89 parts of gold and 11 of platinum.
COPPER SULPHATE increases the brilliancy of blacklead as a polisher.

English and Welsh News.

The Editor would be obliged if subscribers would send him marked copies of newspapers containing items of interest for insertion in this or other news sections of the "C. & D."

The Railwaymen's Strike.

The railwaymen's strike, which was paralysing the trade of the country when our last issue appeared, has been settled. On Sunday (October 5) as the result of a prolonged conference of representatives of the strikers and of the Government work on the railways was resumed forthwith, and negotiations which were in progress when the strike was declared are to be resumed. Many business houses in London closed on Saturday (October 4), and so relieved somewhat the tram and bus services. Great progress had been made in running trains on the local and main lines, whilst mechanical transport had helped to supply London with food and milk.

Contracts.

The following tenders have been accepted by the bodies named:

Alresford Guardians.—Pratt & Co., dressings, etc.
Bishop's Castle Guardians.—Mr. J. E. Gwilliam, chemist and druggist, surgical appliances.
Isle of Wight Guardians.—May, Roberts & Co., Ltd., A. Millidge & Son, The "Sanitas" Co., Ltd., and Timothy White Co., Ltd., drugs and sundries.
Malling Guardians.—Mr. H. C. H. Oliver, chemist and druggist, drugs, etc.
Romsey Guardians.—Mr. F. Oram, Ph.C., drugs and dressings.
Whitby Guardians.—Ward & Puckrin, chemists, drugs.

Birmingham.

Carmen of all kinds are, it is complained locally, becoming very surly. A *pourboire* seems to be the only emollient.

The premises of W. & J. George, chemical-apparatus makers, Cambridge Street, were damaged by an outbreak of fire on October 6.

The City of Birmingham Education Committee has started a school of commerce at the University, with a good staff of teachers.

Mr. Wilfred Hill has presented a challenge cup and a silver medal to be competed for annually by the Sparkhill and District Allotment Holders' Association.

Insurance companies are advising their clients to see that their policies are on the same scale as the present-day charges of builders and others for repairs.

Dr. T. Slater Price, who is taking charge of the chemistry department at the Suffolk Street Technical School, has been granted an increased salary of 750*l.* per annum.

A recent advertisement in the "Birmingham Post" for a "house or shop for dispensary" has revived rumours of the appearance of a consultant's establishment at which both the prescribing and the dispensing are done "while you wait."

A prescription (for an ointment) handed in recently, together with three empty dispensing-pots, at a Birmingham pharmacy, was dispensed without charge in a box, the value of the returned pots being—it is said—equal to that of the ointment, *plus* the dispensing.

A Birmingham trader sent his man for goods from the local railway depot during the strike. On arrival, the man's business was demanded. Information was declined. "Words" followed: the striker struck and was stricken. The messenger got the goods.

The Birmingham and District Friendly Societies have caused a pretty little flutter in the medical dovecote by their recent resolution on the desirability of a State medical service. The resolution arose out of a complaint that Panel practitioners have not a free hand in prescribing. "To prescribe or not to prescribe: that is the question."

Customers of a certain class have not been slow in discovering advantages in the presence of a lady assistant behind the counter. As thus: "Lidy, would yer be so kind as ter lend me a 'air-pin ter clean me pipe wiv? I'll give it yer back ag'in, lidy." Years ago the question used to be addressed, in more or less similar terms, to the nearest barmaid.

There was a very large attendance at the Technical School, Suffolk Street, at the inaugural meeting of the pharmacy classes on October 7 (see p. 65). The enthusiasm displayed augurs well for the future success of the scheme. The vote of thanks to Sir Thomas Barclay was supported by Mr. A. W. Gerrard, whose Major qualification dates from 1868—one year prior to that of Sir Thomas.

Leeds.

Mr. J. H. Beacock, the senior Vice-President of the Leeds Chemists' Association, has lately been having an exceptionally busy time as a member of one of the local committees in connection with the administration of the unemployment donation.

Mr. E. E. Haslegrave, the Secretary of the Association, is in the throes of an electric installation. On October 2 he was able, notwithstanding, to welcome Mr. Herbert Skinner, who had been stranded in Scotland, and reached Leeds at half-past two in the morning.

The Leeds Chemists' Association has just issued its syllabus for the coming winter session, and an interesting programme is in prospect. The session opens with a smoking concert and social evening on October 8. On November 12 the "Peace Dinner" will be held; it is hoped that the chief guests will be Mr. W. L. Currie (President of the Pharmaceutical Society) and Sir William Glyn-Jones. Addresses by members of the Pharmaceutical Society's Council include those by Mr. J. Keall on December 10, by Mr. J. Rymer Young on March 10, and by Mr. F. Pilkington Sargeant on April 14. On January 14 the meeting will take the form of a mock Parliament, and on February 12 two local members, Messrs. J. R. Kirk and J. Lancaster, will give papers.

Liverpool.

A new pharmacy is being opened in Mill Street.

Mr. Edwin Thompson (Thompson & Capper) has been adopted as a candidate for re-election to the City Council in Abercromby ward.

The *C. & D.* was received in Liverpool as usual on October 3. In the outer suburbs, however, postal delivery did not take place until the following Monday.

Mr. Parker Astin Greenwood, chemist and druggist (formerly in charge of the Exchange pharmacy of Dr. Symes), has acquired the business of Mr. Hicken, Grange Road, Birkenhead.

The railway strike was accompanied by a sharp fall in retail business, but the resumption of the train services has witnessed a considerable recovery. Supplies from London are still in arrears.

Mr. W. H. Saunders (Ayrton, Saunders & Co.), now on a world tour, has written home from Montreal, stating that he is much impressed with the magnitude of businesses which were in the early stages of development on his previous visit thirty years ago.

One of the effects of the railway suspension has been to attract to Liverpool a volume of wholesale business from retailers who previously had sent their orders elsewhere. This is only one more instance of the tendency for Liverpool to become a growing centre of distribution in the drug, as in other trades.

The Rev. T. Davies, minister of the Catharine Street Welsh Presbyterian Church, has accepted, on behalf of the officers and congregation, the gift of a silver font by Mr. and Mrs. Humphreys Jones. The font, which is in the form of a silver bowl, mounted on a tripod, bears several emblems and an inscription in memory of the daughter of the donors, Gwyneth, who died last year at the age of eight.

Nottingham.

Boots, Ltd., have arranged 100 free flights for Nottingham residents, the names being selected by ballot. Urgent goods were despatched by Messrs. Boots by aeroplane during the railway strike.

Mr. Richard Sands, who has been clerk to the Nottingham Insurance Committee since its inception, has resigned in order to take up a post in London. The Committee has decided to appoint a full-time official in his place, at a salary of 400*l.* a year.

Considerable progress is reported by Boots' United 'Chemists' Managers' and Assistants' Association, applications for membership having been received from 815 managers and other qualified assistants, while 249 lady assistants, 514 other assistants, and 434 apprentices have applied for membership under the scheme drawn up by the executive committee. The objects of the Association are to promote goodwill, and to consider proposals for the mutual advantage of staff, customers, and shareholders. Schemes for improvement in the distribution of commission are being considered.

Sheffield.

Mr. Edgar Siddal, chemist and druggist, late of Nelson, Lancs, has opened a business at 258 South Road, Walkley, Sheffield.

Several local chemists have lately been stranded far from home through the railway strike. Some were offered hospitality by their brother chemists.

Messrs. H. Bown and L. S. M. Dawson, chemists and druggists, have formed the Bownoid Chemical Co. for the manufacture of "Bownoid" disinfectants.

Mr. L. Leadbeater, chemist and druggist, has been appointed manager of Mr. F. Medley's Firvale branch. Mr. Leadbeater was with the late Mr. J. B. Pater.

It is understood that the first edition of the Sheffield students' journal is shortly to be published, under the title of "The Pharmaceutical Student." The editor's address is 55 Brunswick Street.

Chemists here were badly handicapped by having their goods locked in the station yards at the beginning of the strike. When the military arrived they were allowed to hunt their packages out and remove them, but much is still missing. Several wholesalers supplied their goods by road.

Miscellaneous.

POISON-LICENCE APPLICATION.—Mr. H. M. Stewart, Victoria Road, Surbiton, has applied to the Surrey County Council for a licence to sell horticultural poisons.

SALE OF FOOD AND DRUGS ACT.—At Neston, Cheshire, recently, James Wilde was summoned for selling Epsom salts contaminated with arsenic to the extent of 50 parts per million. Defendant was fined 10*s.*, plus the analyst's fee of 8*s.* 6*d.*

MAIZE RESTRICTIONS WITHDRAWN.—The Royal Commission on Wheat Supplies give notice that the restrictions imposed by the directions dated December 12, 1918, ceased to have effect from September 23 in so far as they relate to maize and South African maize meal.

POISONINGS.—At the Rover Works, Coventry, on October 4, a nurse gave a lad a draught of crude carbolic acid in mistake for an aperient, with fatal results.—Richard Foster, a Ramsgate fisherman, has died through drinking from a bottle of a disinfectant in mistake for beer.

CHEMIST'S SUDDEN DEATH.—An inquest was held at Ryde on September 30 on the body of Mr. Tenison Norman Smith, chemist and druggist, 3 St. Thomas's Square. The evidence showed that after serving a customer on the previous evening Mr. Smith collapsed and died. He had complained of sleeplessness. Dr. Davies attributed death to a flabby heart. A verdict of "Death from natural causes" was returned.

BENZOL PRICES.—The price of all supplies of benzol is controlled by the Motor Trade Association at the following figures: In England and Wales, 2*s.* 9*d.* per gallon, in two-gallon tins, and 2*s.* 8*d.* per gallon in fifty-gallon

drums or steel barrels. In Scotland the protected price is 1*s.* 1*d.* per gallon extra in both cases.

INQUEST ON A GOVERNMENT CHEMIST.—At the St. Pancras Coroner's Court, London, on October 4, an inquest was held on the body of Mr. John Holmes, F.C.S., lately residing at 11 Fitzroy Road, N.W. The widow stated in evidence that her husband, who was employed in the Government Laboratory, Clement's Inn, W.C., had lately been depressed owing to the railway strike, through which he had to walk home from business. On September 30 he was in his normal state of health, but he died somewhat suddenly on the following day. Mr. Charles Symmons, chemist, having testified to the efficiency of Mr. Holmes's work at Clement's Inn, Dr. Purdie, Haverstock Hill, N.W., stated that death was due to disease of the kidneys, and that there was no trace of poison in the body. The Coroner recorded a verdict of "Death from natural causes."

"NATIONAL RAT WEEK."—The Board of Agriculture, in a communication to the Press concerning "Rat Week" (October 20 to 27), advise the public to exercise discrimination in the poisons which they select. All compounds of strychnine, arsenic, and phosphorus are very dangerous to domestic animals and should be avoided. A preparation of the red squill is very effectual and quite safe, but rather expensive. Another safe poison is carbonate of barium, which is used by the Government of the United States and the Government of India. Writing to "The Times" of October 9 the Secretary of the Vermin Repression Society points out that "practically all chemists either stock or can obtain the rat-poison required." He adds: "My Council have considered the employment of virus during rat week and have come to the considered conclusion that they are unable to recommend the use of any of these preparations."

IN THE COURTS.—At Westminster Police Court, London, on October 3, Agnes Lampitt, a carrier in the drug department of the Army and Navy Co-operative Society, Ltd., Victoria Street, S.W., was sentenced to a month's imprisonment for stealing bottles of perfume and other goods, the property of her employers.—At Eastbourne, recently, Mr. F. W. Temple, chemist and druggist, Meads Street, was summoned for employing a boy during prohibited hours. The Town Clerk, prosecuting, said that the boy, who was almost fourteen, was working 30½ hours and at school 25 hours a week. The lad told the Bench that he worked for someone else earlier in the day. Mr. Temple said he had now altered the hours, so that the regulations, of which he was not previously aware, were complied with. A fine of 5*s.* was imposed.—At Croydon County Court, on September 30, Camwal, Ltd., Ravenspring Works, Mitcham, claimed for the return of soda-water syphons, or their value, 14*l.* 4*s.*, from J. H. Longman, chemist, Littlehampton. Judgment was given for plaintiffs, with costs, the amount to be reduced to 20*s.* with costs if the syphons and cases were returned within fourteen days.—At West Ham Police Court, on October 7, two Chinese seamen were each fined 15*l.* for being in unlawful possession of opium.—At Marylebone Police Court, London, on October 8, Bronson Michael Barrett (33), otherwise P. J. McCarthy, described as a dental surgeon, was remanded on a charge of attempting to obtain 10*l.* 10*s.* from Stanley Leigh by false pretences. A detective stated that in the first instance another man called on the prosecutor, a dental surgeon, and asked if he would like to sit for an examination for a diploma from St. Luke's Dental College, Niles, Michigan, at the same time handing him a sample of the questions that would be set at the examination. The prosecutor agreed to sit for the examination, and on the following Monday the man called again with the diploma already signed. As the examination had not taken place the prosecutor refused to pay or to give the diploma back. On hearing the charge the defendant said "There is no fraud. None of the persons whose names are at the bottom of the diploma are in existence. The college even does not exist."

Irish News.

Brevities.

The railway strike in Great Britain practically cut off delivery of drug supplies to the North of Ireland. Business letters occupied, on an average, three days in transit, except from Liverpool and the North-West.

At Bushmills Petty Sessions on October 2, Robert King (managing director of Lyle, Taggart, Ltd., Bushmills) was charged with having sold Epsom salts containing 295 parts of arsenic per million. Mr. King, who pleaded "Guilty," said that the commercial salts had got mixed with a bag of fine salts. He was fined 7s. 6d., and 10s. 6d. extra costs.

Belfast.

Mr. Edward Kelly, Ph.C., who has opened a business at 27 Falls Road, Belfast, was formerly with Mr. Adam Gibson, Ph.C., Great Victoria Street.

The Improvement Committee of Belfast Corporation has accepted the tender of the North of Ireland Chemical Co., Ltd., for the supply of tar, creosote, oil, and pitch.

Among the passengers who sailed from Belfast for Montreal last week were Mr. W. J. Busby (late managing director of Hammur, Ltd., Belfast) (*C. & D.*, September 27, p. 66) and Mr. T. W. McMullan (Thos. McMullan & Co., wholesale druggists), who is on a three months' holiday tour in Canada and the United States.

The Ulster Retail Drug Trade Association.

At a general meeting of the Employers' Section of the Ulster Retail Drug Trade Association, held on October 3, the following resolutions were passed:

(1) That this meeting approves of the action of the delegates and representatives at, and leading up to, the late abortive conference in Dublin (*C. & D.*, September 27, p. 66), and that the delegates and representatives deserve the best thanks of the Employers' Section.

(2) That the negotiations with the Assistants' Union having broken down, this meeting resolves that, in case of the victimisation of any member of the Federation, all available assistance will be rendered, and employees of such a house will not be engaged by any other member of the Federation, either now or any future time.

(3) That the Ulster Retail Drug Trade Association, Employers' Section, recommends that the minimum rates and conditions of the "Ulster Agreement" be continued until further notice.

The assistants in Belfast held a meeting on October 3, to discuss the position. They are threatening to strike, but no definite action has been taken up to the present.

Coming Events.

This section of the "*C. & D.*" is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

Tuesday, October 14.

Leeds Chemists' Assistants' Association, Church Institute, at 8 p.m. Meeting. All assistants invited.

Society for the Study of Inebriety, Robert Barnes Hall of the Royal Society of Medicine, 1 Wimpole Street, Cavendish Square, London, W.1, at 5.30 p.m. Mrs. Mary Scharlieb, C.B.E., M.D., M.S., on "The Relation of Alcohol and Alcoholism to Maternity and Child Welfare."

Wednesday, October 15.

Wirral Chemists, Hooton Hotel, at 3 p.m. Mr. J. W. Deakin, J.P., on Organisation. All chemists invited.

Manchester Pharmaceutical Association, Midland Hotel, at 6.30 p.m. Whist-drive and concert (evening dress optional). Tickets (5s. 6d. each) from Council members or Mr. T. Miller, 5 Yarrowburgh Street, Whalley Range, Manchester.

LONDON (SOUTH-WEST) CHEMISTS' ASSOCIATION.—A meeting will be held at Stanley's Restaurant, 235 Lavender Hill, S.W., on October 21, at 8.30 p.m. All assistants and apprentices in the South-Western area invited.

LONDON (WESTERN) PHARMACISTS' ASSOCIATION.—The annual reunion and whist-drive, postponed from October 2, will take place at Pinoli's Restaurant, Wardour Street, London, W., at 7 p.m. on October 23.

NATIONAL ASSOCIATION OF CHEMISTS' ASSISTANTS (NEWCASTLE-ON-TYNE BRANCH).—A whist-drive and musical evening will be held in the Drawing Room Café on October 22, at 7.15 p.m. All chemists, assistants, apprentices and friends invited. Tickets (3s. 6d., including refreshments) from members of the Committee or from the Secretary (Mr. N. Elder), 15 Normanton Terrace, Newcastle-on-Tyne.

Scottish News.

Brevities.

The syphon shortage is still being acutely felt. Coast chemists are making urgent appeals, through the advertising columns of their local publications, for the return of empties.

The annual meeting of the Fraternity of Dyers of Linlithgow was held on October 1. Mr. William W. Spence, chemist and druggist, was re-elected deacon and treasurer, while Mr. Edward Spence, pharmacist, Edinburgh, was elected one of the masters. Dr. Robert C. W. Spence, London, and Dr. W. C. Braes, Linlithgow, were elected standard-bearers.

Dundee.

Mr. William Doig has returned to business after an enforced absence of four months.

Mr. Livie is to open the pharmacy at Blackcroft, which has been closed for some time.

Mr. Gray, formerly manager for A. Lawson, is opening a chemist's shop at South Road, Lochee.

The Scottish Pharmaceutical Federation held a meeting here on September 30. Mr. C. Stephen explained the objects of the Federation.

A department of pharmacy was opened in Dundee Technical College on September 29. The first student enrolled was a lady, and there were twenty-three ex-Servicemen on the original list.

Edinburgh.

Rumours are heard of one or two more chemists' businesses being for sale.

The monthly competition of the Edinburgh Chemists' Golf Club was held recently over Mortonhall course. The following were the prize-winners: (1) J. P. Gibb; (2) A. J. Clark; (3) J. F. Dawson.

Railway employé (at chemist's door after closing time): "The doctor says I must get this prescription made up to-night." No hint of payment for overtime—and no hint of calling out the chemist for blacklegging!

In the final of the Edinburgh Pharmacy Athletic Club individual bowling championship, Ayrton, Saunders & Co., Ltd., produced the winner in Mr. C. Brown, who defeated Mr. G. A. Winton, of Harkness, Beaumont & Co. Three of Harkness, Beaumont & Co.'s men have appeared in this final during the last few years.

The business of Mr. William Spence, chemist and druggist, 36 Howe Street, Edinburgh (who is retiring from business), has been purchased by John Robertson & Co., wholesale and retail chemists, 24 North West Circus Place, and will be carried on as a branch under the name of Spence & Co. Before purchasing this business, over fifty years ago, Mr. Spence was an assistant in the business at N.W. Circus Place, now carried on by John Robertson & Co., who are also the proprietors of Lyle & Co., manufacturing chemists.

Fife.

Mr. A. G. Adamson, chemist and druggist, Kirkcaldy, has joined the directorate of the Raith Rovers football club.

Leith firms are now shipping Fifeshire orders to Kirkcaldy, where the forwarding officer sends them to their destination by road.

Mr. David Storrar, chemist and druggist, Kirkcaldy, has tendered his resignation as divisional secretary for South Fifeshire. There are thirty-one members of the Pharmaceutical Society in the division.

Glasgow.

Lorimer & Moyes, Ltd., druggists' sundriesmen, are circulating handbills advertising repairs to electrical machines of various kinds.

Mr. Frederick L. Hoffman, L.L.D., third Vice-President and statistician of the Prudential Insurance Company of New York, recently paid a visit, accompanied by the actuary of the company, to the Central Checking Bureau at Glasgow. Mr. A. B. Gilmour, the superintendent of the Bureau, explained to his visitors the working of the system so far as it relates to Scotland.

French News.

(From the "C. & D." Paris Correspondent.)

PRESERVING FRUIT WITHOUT HEAT.—M. Gabriel Bertand's fruit-bottling experiment consisted of placing fruit in hermetically corked bottles filled with water, the idea being to see whether the simple exclusion of air would not preserve fresh fruit through the winter. He subjected them to a severe trial—ten to eleven months, with exposure to summer heat. Seventeen out of forty-two survived in perfect state. Obviously, there is room for improvement in details, but the subject seems worthy of attention.

M. HENRI HEDOU, who is a dentist as well as a pharmacist, recently took his degree of Doctor of Pharmacy at Nancy University with a thesis on "Chemical, Bacteriological, and Therapeutical Researches on Teeth and their Decay." In his summary he states that to increase the co-efficient of mineral resistance of the teeth by recalcifying treatment, preparations based on neutral carbonate of lime should be employed. Dento-buccal hygiene is preferable to antiseptics, and this may be supplemented by neutral dentifrices based on soap, prepared chalk, etc.

THE ELECTION OF M. LOISET (BEAUVAIS) as President of the General Association of French Pharmacists is noteworthy from the fact that he is the first provincial pharmacist to occupy this post. The Vice-Presidents are M. Thumann of Guebiller (Alsace), MM. Barthet (Paris), Homo, and Joly. M. Feuilloux (Paris) is secretary, and M. Valentin (Lille), assistant secretary. M. Thumann is President of the Alsace-Lorraine Pharmaceutical Association, and formerly sat in the Reichstag. His Association is now formally affiliated to the French General Association.

ARSENICAL POISONING FROM COAL.—A paper by M. Charles Richet on arsenical poisoning by coal and coal-products was discussed recently before the French Academy of Science. It appears that an outbreak of serious symptoms had occurred at a briquette works where pitch was employed. A chemical analysis was made of the pitch, and arsenic was found. Traces were also discovered in the dust at the works, in the hair of the workers (there in considerable quantities), and in the blood of most of them. It was ascertained that similar cases have been met among tar distillers, road asphalters, tarred paper-makers, and lamp-black makers.

FRENCH POMADES.—In the course of an interesting article on "The Pomade Perplexity," published in "Ungerer's Bulletin," and written by Mr. W. G. Ungerer, of New York, reference is made to the lard famine in the perfume industry. The small supplies which were obtained from abroad under special licence arrived in Grasse in an almost rancid state, and although pomades continued to be produced by maceration and enfleurage, they were not like the old pomades. Prior to the war leaf lard was refined at the very seat of the flower cultivation, and the thorough and precise purification of it was an important item in the off-season of the French distiller. The manipulation of the lard with an admixture of tallow in just the proper proportion to produce the ideal constituency was an art in which the French pomade-maker excelled.

THE EIGHT-HOURS' DAY.—In view of the probable application of the Eight-Hours' Day Act to pharmacies, meetings have been held in several of the larger provincial towns to discuss general principles. The Grenoble (Isère Department) resolutions have been already noted (*C. & D.*, August 16, p. 64). At Lyons a referendum was taken; the majority of the voters favoured opening at 8 A.M. and shutting at 7 P.M., with two hours "off" at midday, and closing at noon on Sundays. The Dijon pharmacists discussed details with the assistants' delegates, and decided in favour of 7.30 A.M. till noon, and 1.30 to 7 P.M., the eight hours to be arranged individually by each pharmacist as he considers best. At Rennes similar hours were approved. An agreement was signed for payment of 1,000fr. (40%) for breach of the observance of the hours decided upon.

Colonial and Foreign News.

DR. VALLES Y RIBO (editor of the "Restaurador Farmacéutico") has been appointed a sub-delegate for pharmacy for the northern district of Barcelona.

PHARMACEUTICALS FOR POLAND.—Among the reports presented at a meeting of the Inter-Allied Supreme Trade Council (*Conseil Economique*) on September 20, at the Palaco of the Académies, Brussels, was one referring to the supply of pharmaceutical products to Poland.

THE AUSTRIAN MINISTRY OF HEALTH is considering the advisability of a change in the existing pharmaceutical system of the country, particularly from the point of view of a better supply of medicines to the public, but the Government has promised that no steps will be taken before the matter has been discussed by representatives of the profession.

FIXING PRICES IN SWITZERLAND.—The President of the Swiss Committee for Specialities (M. Th. Salis, Werdstrasse 5, Zurich, 4), through the medium of the "Swiss Pharmaceutical Journal," requests manufacturers of specialities which interest Swiss pharmacists to communicate with him before fixing prices to pharmacists and retail prices, to avoid unnecessary expense and unpleasantness by subsequent alteration of the lists.

CZECHO-SLOVAKIAN DRUG SHORTAGE.—The closing of the Czecho-Slovakian frontiers to all imports from Germany and Austria has led to a terrible shortage of the most necessary remedies, many of which, such as codeine, bromine, iodine preparations, and quinine, are now unobtainable. Smugglers are reaping a golden harvest, and codeine is being offered by them at 6,000 crowns (one hundred times the pre-war price) a kilo., and quinine at 2,000 crowns.

FOREIGN PERFUMERY IN ITALY.—According to a quotation, from official statistics, issued by the Associazione Italiana Fabbricanti Profumerie of Milan, the amount of perfumery and toilet-soaps imported in 1918 was more than three times the 1914 quantity, while the value rose from 109,000% in 1914 to 379,000% in 1918. The Association states that too many Italians give the preference to foreign imports. Yet the Italian articles compare favourably with those of foreign origin, and the Association suggests that they deserve every encouragement from the public in the present difficult times.

SALARIES IN CZECHO-SLOVAKIA.—The following scale of salaries for pharmaceutical assistants has been published by the Ministry of Health: Qualified pharmacists, with five years' service after passing their examination, are to receive 650 crowns monthly; with ten years' service, 750 crowns; over ten years' service, 850 crowns. In addition, local allowances are to be granted, varying according to the cost of living. The assistant on night duty will receive the extra charges provided for in the drug tariff. Assistants are to have a whole day off every six days, and every third day from 1 P.M., Sundays, etc., being reckoned as working days; at least two hours must be granted for the midday meal-time.

ASSISTANTS SCARCE IN SWEDEN.—As a scarcity of qualified pharmaceutical assistants has prevailed in Sweden lately, the Government recently invited the directors of the Medical Department, and the council of the Apotekare Societet, to submit suggestions with a view to overcoming the difficulty. After due consideration the Government has decided to give approval to the provisional measure proposed by the directors of the Medical Board—namely, that students who have had two years' training must be appointed on their own responsibility, and, until next year's course at the Farmaceutiska Institut, to perform the pharmacy candidate's work. The proposals made by the council of the Apotekare Societet (that the pharmacies' technical assistants, after undergoing an easier examination, should be employed in every kind of pharmaceutical work) and by the Medical Department (in favour of restricting the number of participants in the two years' course for the pharmaceutical examination) were not accepted by the Government.

Legal Report.

A Vexatious Action.—In the City of London Court, on October 7, before Judge Atherley-Jones, K.C., an action was brought by Mr. Wm. H. Douglas, Cheriton, Bickley, Kent, against Mr. E. D. Foster, chemist, 56 Bishopsgate, E.C., for 3*l.* 14*s.* 3*d.* as damages for breach of contract to supply him with nine bottles of Mattoni Giesshubler mineral water. Mr. Swan, plaintiff's counsel, said that the plaintiff was anxious to take the water medicinally for his health. Plaintiff asked the defendant to sell him a dozen bottles of the water at 1*s.* 3*d.* each. He paid 15*s.* for the dozen bottles and 5*s.* for the carriage to Bickley. Only three were supplied, and plaintiff claimed damages at 10*s.* per bottle, as that was what he would have been willing to pay for it if he could have got it elsewhere. Defendant had sent the plaintiff 15*s.* 9*d.*, but it had been returned. Plaintiff had been put to inconvenience and difficulty in getting the water elsewhere. Plaintiff, who was very deaf indeed, had to be shouted at to get his evidence. He said he regarded the water as the elixir of life, and was very anxious to get it. When defendant sold him twelve bottles he took away one, and defendant promised to send the rest on by Carter, Paterson & Co. A week afterwards he called again and obtained a second bottle, and a third came by post. The rest never came. In the hot days, when the temperature was 86°, he traversed the streets of the West End of London, and went to different chemists' shops to get the water. He succeeded in getting three half-bottles at 1*s.* 3*d.* each, and he spent three and a-half hours on October 6 in going round another part of London, when he bought one bottle at 1*s.* 4*d.* In carrying his bottle he tore his coat, and that morning he had ordered another for 4*l.* 10*s.* He had advertised in the "Daily Telegraph," saying he was willing to pay 10*s.* per bottle for it, but he had had no answer. He paid 4*s.* for the advertisement. In cross-examination, he denied that defendant told him he only had three bottles. Judge Atherley-Jones said he had never heard of the mineral water in question. The case (during which a great deal of laughter was raised by the plaintiff's evidence) might add to the gaiety of nations, but it was obvious that the claim was futile. If plaintiff had bought the water elsewhere he could have recovered what he had paid for it. The tearing of the coat was too remote. There was no measure of damages applicable in the case. Mr. Swan said that the plaintiff was entitled to recover under the Sale of Goods Act. The Judge said he knew it by heart. Plaintiff was entitled to nominal damages perhaps. He had exercised a feat of pedestrianism in walking round London, and that tore his coat. A man could not be paid for wandering round London in search of mineral water. It was a silly and vexatious action. Defendant ought to have ascertained before he took the order whether he was capable of fulfilling it. Apparently he did not find out what his stock was. The whole thing was too absurd for words. Defendant said that the plaintiff, who had been in Spain during the war, asked him how much of the water he could supply. The Judge: What is the particular virtue of this water? Defendant said he did not know. He had had it in the cellar for four or five years. It was a German water. He had not sold any for four or five years. He never told the plaintiff that he had twelve bottles. He sold him all he had, whatever it amounted to, and plaintiff paid 1*l.* as a deposit. When he found he had only three bottles he sent the plaintiff a cheque for the balance. The Judge said that the case was a survival of the good old litigious spirit which was unfortunately year by year diminishing. It was quite obvious that the claim was an absurd one. There was no justification for it whatever. Judgment for the defendant, with costs.

FOR THE ASKING.—"Valuable scientific scholarships," writes a correspondent, "are being handed out to young fellows who desire to get on." It seems a case of "Tell me, gentle shepherd, where?"

New Companies and Company News.

P.C. means Private Company and R.O. Registered Office.

HIRST & Co., LTD. (P.C.).—Capital 1,000*l.* Objects: To carry on the business of soap manufacturers, pharmaceutical, manufacturing, and general chemists and druggists, manufacturers of and dealers in toilet requisites, etc. R.O., The Soap Works, Dronfield, Derby.

PARAGON CHEMICAL Co., LTD. (P.C.).—Capital, 5,000*l.* Objects: To carry on the business of dye manufacturers, chemical manufacturers, dyers, bleachers, makers of vitriol, bleaching and dyeing materials, chemists, druggists, etc. R.O.: The Paragon Chemical Works, Baxenden, near Accrington.

SANDERSON SUTER & Co., LTD. (P.C.).—Capital, 5,000*l.* Objects: To carry on the business of manufacturers, importers and exporters of and dealers in nautical and scientific instruments and photographic apparatus, glass goods, and all kinds of surgical equipments. R.O.: 8 Peter Street, Manchester.

THOMAS FURLONG & Co., LTD. (P.C.).—Capital 1,500*l.* Objects: To acquire the business of Thomas Furlong, chemist, 17 Upper Merion Street, Dublin, hitherto carried on by Mrs. Furlong (executrix of the late Thomas Furlong). The first directors are: Miss F. M. Higgins, 9 Pembroke Road, Dublin; and J. O'Reilly, M.P.S.I., 17 Upper Merion Street, Dublin. R.O., 17 Upper Merion Street, Dublin.

DERBY FERTILISERS, LTD. (P.C.).—Capital 2,000*l.* Objects: To carry on the business of manufacturing chemists, manufacturers of, agents for, and dealers in chemical and other manures, manurial products of all kinds, fertilisers, feeding stuffs, cattle foods, etc. The first directors are: G. H. Rudney, 183 Parliament Street, Derby, mineral-water manufacturer; and E. J. Allcoat, 14 Norfolk Street, Derby, chemist. R.O., 3 Market Place, Derby.

FINE CHEMICALS, LTD. (P.C.).—Capital 25,000*l.* Objects: To take over the business of wholesale and retail chemists carried on by the Apothecaries' Hall, 40 Mary Street, Dublin. The first directors are: M. J. Walsh, T. Dillon, G. J. Nesbitt (mineral-water manufacturer, Camden Street, Dublin), W. Conan (chairman, Continuous Reaction Co., Ltd., 155 Church Road, Battersea, London), B. Halligan, F.A.B. (director, B. O'Rourke & Co., Ltd., millers, Dundalk). R.O., 40 Mary Street, Dublin.

BRITISH ASSOCIATION OF RESEARCH FOR COCOA, CHOCOLATE, SUGAR, CONFECTIONERY, AND JAM TRADES.—Registered as a company limited by guarantee, without share capital, not formed for purpose of profit, the word "Limited" being omitted from the title by licence of the Board of Trade. For the purpose of registration the number of members is declared to be 100, but the Council may register an increase whenever they think fit. Each member is liable for such amount as may be required, not exceeding 5*l.*, in the event of winding up. The objects are: To promote research and other scientific work in connection with the above trades, to establish, equip, and maintain laboratories, workshops, factories, museums, libraries, and other conveniences, to publish books, papers, and periodicals, to found, aid, maintain, and endow scholarships and bursaries, to discuss and negotiate with the Committee of the Privy Council for Scientific and Industrial Research, and other Government Departments, etc. Solicitors: Hutchinson & Cuff, 6 Stone Buildings, Lincoln's Inn, London, W.C. 2.

EVANS SONS LESCHER & WEBB, LTD.—The warrants for dividends due October 1 on the 5 per cent. cumulative preference shares have been dispatched to the shareholders.

JOINT-STOCK COMPANIES.—Notice is given in the "London Gazette," October 3, that the names of the undermentioned companies have been struck off the Register and the companies dissolved: Aberdeen Chemical Co., Ltd.; Chamberlain's Drug Stores, Ltd.; Sandow's Health Foods, Ltd.; Sydenham's Remedies, Ltd.; Wesssex Perfumery and Potteries, Ltd.

Bankruptcy Report.

Re Albert E. Smith, late of 18 Beer Lane, London, E.C., general and chemical merchants.—A sitting of the London Bankruptcy Court was held on October 7, before Mr. Registrar Mellor, for the public examination of this debtor, who failed last March with total liabilities 3,528*l.* 18*s.* 6*d.* (unsecured 1,528*l.* 18*s.* 6*d.*) and assets "nil." Questioned by Mr. W. P. Boyle, Official Receiver, the debtor stated that in 1916, having been discharged from the Army, he obtained employment in the office of a chemical merchant, and whilst there he commenced business on his own account from his mother's residence at Forest Gate. He also opened an office at 18 Beer Lane, but found it was of no use and closed it shortly afterwards. In the spring of 1916 witness contracted to purchase 310 tons of soda ash at 6*l.* 10*s.* per ton from the Vulite Co. and also contracted to sell the same to the Franco-British Export Co. at 13*l.* 10*s.* per ton. The Vulite Co., however, refused to deliver the goods to him for some "export" reason, whereupon witness launched an action against them for breach of contract and was awarded nominal damages, each side to pay their own costs. He was advised to appeal, but the judgment of the Lower Court was confirmed, and he then had to pay the appeal costs, which amounted, with his own previous costs, to 175*l.* Asked what attitude was taken by the Franco-British Export Co., the debtor said they agreed to share *pro rata* in the damages to be obtained from the Vulite Co., and as he got nothing they got nothing. Further examined, the debtor stated that in October 1917 he entered into a contract to supply 200 tons of caustic soda to the Northern Dyes and Chemical Co., Ltd., at 31*l.* per ton. Having obtained that contract he went to Luke & Bailey and agreed to purchase the soda from them at 4*l.* per ton less, he (debtor) having to find cartage. The Northern Dyes and Chemical Co. agreed to take delivery in lots of 25 tons, and placed a credit of 775*l.* at his bank against the first delivery. He was informed by Luke & Bailey that he could only have delivery in smaller quantities, and thereupon arranged with the Immediate Transportation Co. to assist him. That company offered to carry through the transaction on his behalf and to take the soda from Luke & Bailey in small lots, and hold it until they had 25 tons to deliver to the Northern Dyes and Chemical Co., when the latter's credit of 775*l.* could be released. When, however, the first lot of 25 tons was ready for delivery the Northern Dyes and Chemical Co. refused to accept delivery on the ground that it was inferior to sample. Witness had an analysis taken, and contended that the goods were up to sample. Having refused to accept delivery the Northern Dyes and Chemical Co. brought an action against him for breach of contract, whilst he counterclaimed in respect of loss of profit, and for an order to make the purchasers accept delivery, although the market-price had gone down to one-half in the interval owing to Government interference. The matter was referred to arbitration, and damages for 897*l.*, with costs, were awarded against witness, for which amount the Northern Dyes and Chemical Co. claimed to be creditors. He was under no liability to Luke & Bailey, they having agreed to the cancellation of the contract, nor had any claim been made against him by the Immediate Transportation Co. Asked regarding the petitioning creditors' claim, which was the immediate cause of his failure, the debtor said he entered into a contract in October 1918 to supply Grant, Hughes & Co. with 50 tons of soda ash at 11*l.* per ton, and he agreed to purchase the goods from a Mr. Chapple at 10*l.* 17*s.* 6*d.* per ton. That, he agreed, was a very small margin, but it would have shown a profit of 6*l.* 5*s.*, and the transaction could have been carried through in a few minutes so far as he was concerned, as he only had to obtain and hand over the delivery note. Mr. Chapple, however, refused to let him have the goods, and repudiated the contract, the market price having advanced to 12*l.* in two days. Whereupon Grant, Hughes & Co. sued him for breach of contract, and having obtained judgment for 251*l.* 18*s.* 6*d.* they instituted these bankruptcy proceed-

ings. Asked how he justified the taking of these contracts at a time when he had little or no capital, the debtor said he had been working for chemical merchants and had gained sufficient knowledge of the trade to justify him in embarking upon the transactions. The debtor admitted, in further replies to the Official Receiver, that in February 1919 he purchased 200*l.* worth of cereals from the St. Dunstan's Hostel and resold them to a Mr. White for 365*l.* The latter obtained delivery of the goods and paid witness a cheque for 365*l.*; he, however, did not pay the St. Dunstan's Hostel, but used the money in various ways, including travelling and living expenses. At that time he had some good business in prospect, and expected to be able to meet all his engagements. He gave 200*l.* of the 365*l.* to his wife, who banked it, and subsequently returned it to him in small amounts as the money was required. Witness attributed his insolvency to the fact that he had been unlucky in his transactions generally and to heavy law costs. The Official Receiver: I suggest that it was because you dealt in large contracts for chemicals without having any capital and without taking the precaution to have your contracts always reduced to writing. The debtor did not dissent from that view, and the examination was ordered to be concluded.

Selling Hair-brushes.

RECENT CONVERSATION with pharmacists in several leading cities suggests that insufficient attention is given by a good many retail chemists to the possibilities of the hair-brush business. The departmental stores, and other large establishments, have attracted a big slice of this trade, but there is no reason why the chemist should not hold his own against all competitors. There are a few points worthy of consideration regarding the hair-brush business:

(1) Brushes do not require the services of a highly trained assistant.

(2) Profits are great because the sale of a 7*s.* 6*d.* hair-brush should mean a profit of at least 3*s.*

(3) Brushes are always good stock and do not become soiled or out of date.

To sell these goods successfully, ask yourself this question: "When did I make my last window-display of hair-brushes, nail-brushes, and combs?" People do not need new hair-brushes every day, but they do need occasional reminders that you have the goods. Don't keep a few brushes away in a back drawer on the off-chance of an odd request for a ladies' hair-brush. Get in a good stock of brushes and combs, especially those favoured by ladies. Don't be afraid of having plenty of expensive brushes. The merits of a good brush will enable you to show it with confidence and enthusiasm. I often tell my retail friends the story of a chemist who had never sold hair-brushes for more than 5*s.* 11*d.* (pre-war) until one day he was persuaded to take a 5*l.* assortment of 10*s.* 6*d.* and 15*s.* brushes. He found to his amazement that the expensive brushes sold best—in fact, they sold themselves—and I forget how many hundreds of pounds he has since paid to that firm for 10*s.* 6*d.* and 15*s.* hair-brushes. If you appoint one assistant to look after your brush business, make sure that he, or she—preferably the latter—understands the kind of brush suitable for various types of customer. Ladies with coarse hair require a certain kind of brush quite distinct from that used by a lady possessing long, silky hair. Customers appreciate sound advice on this point. Combs also merit a little thought. Do not offer a lady with thick, coarse hair, a narrow comb. Do not try to sell a male customer a big wide comb. But never sell a brush without introducing combs; and, if you have the chance, mention nail-brushes and bath-brushes. Examine your stock of hair-brushes, and spend a little time explaining to your staff the merits of different brushes. Don't let them spoil an opportunity for making a good sale by saying to a hair-brush customer "About what price?" Be prepared to talk intelligently if the brush you are trying to sell is made entirely of bristles, is hand-drawn, and not machine-made. In this way you will please your customers and at the same time increase your sales.

VIATOR (23/79.)

sulphurous acid to decolorise the solution and then concentrate to 5 or 10 c.c. Test this in the usual manner with silver nitrate and nitric acid. If there is any tangible precipitate it should be confirmed as being free from bromide or iodide. To do this centrifuge the precipitate, decant, shake up with water, again centrifuge, and decant completely. Pour on to the precipitate 5 c.c. of ammoniacal silver nitrate, 2 grm. silver nitrate, 90 c.c. water, 10 c.c. ammonia, 0.880 (Tatlock and Thompson, "J.S.C.I." 1905, p. 187). If it consist only of silver chloride it will dissolve to a brilliant solution, but with only a trace of bromide present the mixture will be opalescent or turbid. This may be filtered, nitric acid added in excess to the brilliant filtrate, and the chloride confirmed.

The order of delicacy in the use of this method may be seen as under, using 5 c.c. reagent and adding potassium bromide solution:

- 0.1 c.c. 0.1 mgrm. KBr, no effect.
- 0.2 c.c. 0.2 mgrm., very slight opalescence.
- 0.3 c.c. 0.3 mgrm., very pronounced opalescence.

The fluorescein paper is prepared as follows: One c.c. of "liquor fluorescein" is acidified with 5 to 6 drops of glacial acetic acid and made up to 10 c.c. with alcohol. One to two drops—not more—are spotted on to the centre of a circle of filter paper and dried. This is used as the cap. It should not be of more than a pale canary colour. When in contact with vapour containing bromine a fine rose-pink is formed by the production of a bromo-fluorescein dye. Traces of chlorine do not interfere, but if much in excess the cap will become white—so that the progress of the test should be watched.

In making the various extractions a good deal of chloroform has to be used; but this can easily be recovered for fresh tests by decolorising with thio-sulphate and redistilling.

These notes are from the laboratory of Evans & Sons, Lescher & Webb, Ltd., of Liverpool.

New Books.

British Scientific Products Exhibition Descriptive Catalogue. Edited by Sir Richard Gregory. 8½ in. x 5½ in. Pp. 358. 2s. 6d. (British Science Guild, 199 Piccadilly, London, W. 1.) [The catalogue is divided into the following sections: (1) War work at the Universities and other institutions; (2) works research laboratories; (3) industrial research associations; (4) scientific and technical books; and (5) descriptions of exhibits.]

Collie, A. E. *Aids to Materia Medica.* 6½ in. x 4 in. Pp. 116. 3s. (Baillière, Tindall & Cox, 8 Henrietta Street, London, W.C.) [Prepared for medical students sitting for the various pharmacy examinations required for the medical diplomas of the United Kingdom. A feature of the book is the inclusion of mnemonics. Under belladonna, for example, the first words of the sentence, "Earnest Endeavour Leads to Ultimate Success," reminds the student that the belladonna galenicals are Extractum, Emplastrum, Linimentum, Unguentum, and Suppositoria. Ipecacuanha has a long rhyme beginning "Take ipecacuanha quick, It's just the thing to make you sick. It's cultivated in Brazil," etc.]

Kelly's Directory of the Chemical Industries. 14th edition. 10 x 6½ in. Pp. xxxi + 844. 25s. (Kelly's Directories, Ltd., 182, 183 and 184 High Holborn, London, W.C. 1.) [The last edition of this work appeared under the title "Kelly's Directory of Chemists and Druggists" in 1916. The present edition is larger by fifty-six pages, the increase being mainly due to the remodelling of portions of the sections containing the classified lists of trades, in which lists the names of manufacturing chemists are in most cases followed by a specification of their products. The usual features of the "Directory" are preserved, and comprise lists of wholesale and retail chemists, druggists' sundriesmen, dentists, veterinary surgeons, surgical-instrument manufacturers, photographic-material dealers, and many other traders throughout the United Kingdom, rendering the volume the most complete of its kind. The direction "See Medical Bottle Manufacturers" on page 515 should be "See Medical Glass Bottle Manufacturers," and there are a few slips in printing names of chemicals; but these are imperfections difficult to avoid in so comprehensive an undertaking.]

Scientific Progress.

Temperatures under this heading are on the Centigrade scale.

Testing Glassware.—Kroeber (Pharm. Zentralbl. 59, 223-227) suggests the inclosure of tests for glassware in the next German Pharmacopoeia. The following suggestion for soluble alkali is suggested: Place 100 c.c. of water in the vessel to be tested, add two to three drops of alcohol-soluble potassium solution, and set aside for one hour. The solution should not show more than a bluish rose colour, and should not require over two to three drops of 5 N. aqueous chloric acid solution to decolorise it. As a more accurate test the following is advocated: The vessel to be tested is filled with a 0.1 per cent. solution of potassium hydroxide, and set aside at room temperature; measure bottles should give no precipitate, or at most, traces only of a flocculent precipitate within a quarter of an hour. Ampoules and measuring apparatus should not show more than traces of a flocculent precipitate in half an hour, and the percentage should not increase at the end of a further half-hour.

Spanish Digitalis.—A bale of digitalis leaves received by the Pharmacie Centrale de France was found to contain leaves of *Digitalis Thapsus* L., a plant which is well known as a substitute for *Digitalis purpurea*, and which made its appearance in America in 1916. Guérin (Union Pharm. 6, 1919) made an investigation of this plant, and found that the chief distinction between both varieties is to be found in the hairs of the leaves. In *Digitalis Thapsus* there are practically no simple hairs, both surfaces of the leaf are covered with secretory hairs of varying size, a few short ones with one- to two-celled heads, like those on *Digitalis purpurea*, but the largest number are much longer, composed of three to five thick-walled cells, and terminate always in a one-celled glandular head. Hamilton's investigations have shown that *Digitalis Thapsus* is not so potent as *Digitalis purpurea* to cause death. Experiments on dogs proved that it has practically no action on the blood pressure, whereas its effect approximates to that of digitalis.

Organic Developing-agents.—From the time that the war cut off the supply of foreign organic chemicals to the United States, two distinct activities became apparent in the photographic developing agent trade: on the one hand, the efforts of manufacturing chemists to produce the most necessary substances such as hydroquinone and salts of p-aminophenol, and, on the other, the manipulation of the purveyors of bogus and adulterated developing agents. H. T. Clarke ("Journal of Industrial and Engineering Chemistry") has made an extensive analysis of various developers placed on the American market in the years 1916-1918, and his results are extremely interesting. A large number of adulterants and useless substances were found to be present, among which may be quoted: starch, cane-sugar, citric acid, sodium formate, potassium oxalate, Rochelle salt, potassium ferrioxalate, borax and borates, potassium chromate, sodium sulphide, sodium hydrosulphate, sodium sulphate, sodium sulphite, sodium carbonate, sodium bicarbonate, sodium phosphate, ammonium chloride and sulphate, calcium sulphate, magnesium sulphate, lead chloride, lead sulphate. Among the various substances for which no developing action may be mentioned, the presence in one developer of ammonium p-toluene sulphamate, which has no developing action; this developer, in addition to the above-named salt contained 12 p.c. of p-methylaminophenyl sulphate. Another developer, stated to be identical to the first, was found to have the following composition:

Hydroquinone	52.1 per cent.
p-methylaminophenol sulphate	
Sodium sulphite	32.8 "
Potassium iodide	1.7 "
Sodium carbonate	3.7 "

Another developing agent contained impure hydroquinone hydrochloride 42.1 per cent., lead chloride 59.5 per cent., and lead sulphate 1.2 per cent.

Among the various substances which failed to be useful substitutes the following products were identified: Technical p-aminophenol hydrochloride, with a trace of the methylated product; 5-amino-2-cresol hydrochloride; one consisted of:

Hydroquinone	19.6 per cent.
Cane sugar	35.7 "
Sodium sulphite	34.7 "
p-methylaminophenol sulphate	11.0 "

while another was found to consist of pyrogallol 25.6 per cent., and sodium sulphite 73.4 per cent.

Personalities.

LADY MARSHALL, the Lady Mayoress of London, has been admitted to the livery of the Spectacle-makers' Company.

MR. H. W. ATKINSON has now ceased to represent Blackwell, Hayes & Co., Ltd., manufacturing chemists, Birmingham.

MR. JOHN BIRKETT, Ph.C., Morecambe, has taken up his duties as a member of the newly-formed bench of borough magistrates.

MR. S. F. BODY, chemist and druggist, Southend-on-Sea, has been nominated to fill a vacancy on the South-end Town Council.

MR. A. MORTIMER, chemist and druggist, Leeds Road, Harrogate, has been returned unopposed as a member of the Harrogate Town Council.

OWING to the railwaymen's strike, the visit to London of Mr. A. W. B. Scott, wholesale druggist, 38 Rue du Mont Thabor, Paris, was postponed (*C. & D.*, September 20, p. 56).

MR. H. W. STILES, chemist and druggist, French Gate, Doncaster, has been appointed a member of the Provisional Committee of the newly formed Doncaster Chamber of Trade.

MR. G. J. F. FULLER (late Lieutenant, London Regiment) has joined the representative staff of Prichard & Constance (Wholesale), Ltd., and is representing them in the West End of London.

At the funeral of the late Mr. J. K. Gregson, which took place at Blackburn Cemetery on October 2 (*C. & D.*, October 4, p. 77), the North-East Lancashire Chemists' Association was represented by Mr. J. W. Aspinall and Mr. C. Parkinson.

MR. JOHN DODD, wholesale druggist, Woodsetton, Dudley, recently entertained twenty-one aged people to a substantial repast. Some well-phrased speeches were subsequently made, and a miscellaneous entertainment completed the evening's enjoyment.

MISS SYBIL MACLONA REES, daughter of Mr. W. E. Rees, chemist and druggist, Holton Road, Barry Dock, has passed the second professional examination for the degree of M.D. and the final examination for the degree of B.Sc.

MR. HENRY W. DIX, chemist and druggist, Pontypool, was installed Worshipful Master of the Kennard Lodge, No. 1,253, at the Masonic Hall, Pontypool, on September 30. Despite the railway strike a large number of Provincial Brethren attended.

MR. D. T. EVANS, J.P., chemist and druggist, High Street, Margate, and branches, entertained at dinner, on October 2, the members of his staff. The company, inclusive of Mr. and Mrs. Evans, numbered thirty. In response to a toast Mr. Evans expressed the pleasure with which he had welcomed back the members of the staff who had been "doing their bit" during the war. He made a brief reference to the two members of the staff who had fallen in the fight, and paid a tribute to the managers and assistants at the various branches. Twelve of Mr. Evans's assistants served in the Forces during the war.

MR. J. T. COLLIS, who has just retired after forty-two years' faithful service as a representative of Evans Sons Lescher & Webb, Ltd., was, on September 26, the chief guest at a dinner given in his honour by the directors of the company at the Holborn Restaurant. There was a large gathering of the staff. In proposing Mr. Collis's health, the chairman, Mr. E. A. Webb, referred to the valuable services rendered by Mr. Collis to the company, and wished him a long and happy retirement. He then presented him, on behalf of the directors, with a cheque; Mr. John Williams, on behalf of his colleagues, handed to Mr. Collis a gold watch. Mr. W. P. Evans (chairman of the company), who came up from Liverpool for the occasion, also spoke feelingly concerning Mr. Collis. Mr. Collis has been known to a wide circle of pharmacists during the last two generations, and his upright character

and high business abilities have won him the confidence of those with whom he came in contact.

MR. JAMES MCKENZIE, Singapore, arrived in London last week. Owing to the railway strike, passengers were brought to the Tower Bridge by lighter, and with hand luggage had to find their way to hotels as best they could. Mr. McKenzie, who has been in the Straits Settlement for twenty-eight years, has returned to this country for good. He has been connected with the Singapore Dispensary, Ltd., for many years, until the recent amalgamation with Maynard & Co., Ltd. Mr. McKenzie is a native of Dumfries, and served his apprenticeship with Carruthers & Allan of that town. Afterwards he had experience in Belfast (with Grattan & Co.), London, and Edinburgh. After passing the Minor in 1891 he went out to Singapore. While there many changes have taken place in the practice of pharmacy, but perhaps the most interesting is the arrangements that have been made with the Customs for the use of duty-free spirit in compounding pharmaceutical and toilet preparations. The Straits Settlement thus sets an example to the British Empire. It was largely through the influence of Mr. McKenzie that this change was brought about. The difficulties in the drug supply owing to the war were largely increased by the terrible epidemic of influenza which raged in the colony, some drugs, such as sodium salicylate, being entirely used up, the last supplies being made from salicylic acid and supplied in solution. We trust that Mr. McKenzie will live long to enjoy his well-earned retirement.

Practical Notes and Formulas.

Glycerinum Amyli, B.P.

STARCH, which kind? There are three official—wheat, rice, and maize. The choice is important, the first being preferable. Potato starch is a common commercial variety. Arrowroot starch was originally used by the inventor of the preparation, Mr. G. F. Schacht, of Clifton, who called it "plasma." Must the starch be dried or used as found in commerce? It contains 11-16 per cent. of moisture, which is easily regained after drying, unless too much or too prolonged heat has been used in drying. Some flours contain dextrin for this reason, as shown by testing with cold water, shaking up, filtering, and adding a solution of iodine, when a red colour will be produced. Glycerin, 130 "mils," has a s.g. of 1.26, and therefore weighs 163.8 grams. Why cannot 165 grams be used, especially as it is almost impossible to get 130 "mils" from the measure. The distilled water might also be weighed with advantage—viz., 30 grams. But if it must be measured it could be used to wash out the glycerin measure. The product varies according to the *modus operandi* and heat used (212° F. is sufficient). One-tenth the B.P. quantities lost 0.9 gram, therefore the loss would be about 1 gram, or 10 grams for the B.P. quantity. The total weight before heating is 214 grams, and if the final weight were stated to be 200 grams there would be a definiteness in the amount of starch—viz., 10 per cent. The preparation (one-tenth quantity) gained 2.0 grams (moisture from the air) in three days, and the glycerin (and water) began to separate, so that it may safely be considered that it is not an ideal preparation where precision and uniformity are essentials. To circumvent this hygroscopic character dextrin has been suggested; it has, unfortunately, a colour which it imparts to the preparation, giving it a "dirty appearance," but it retards decomposition considerably.—A. B. Tighe.

Will.

MR. GEORGE JOHN KELLY, chemist and druggist, 166 Scotland Road, Liverpool, and 308 Stanley Road, Bootle, who died on June 24 intestate, has left property of the value of 1,213*l.* 17*s.* 9*d.* Letters of administration are granted to John Charles Kelly, 33 Merton Road, Bootle, brother, the only next-of-kin.

Marriages.

FARQUHAR—THOMSON.—At the Station Hotel, Aberdeen, on October 1, by the Rev. J. M. Muir, assisted by the Rev. A. S. Kydd, Robert T. Farquhar, chemist and druggist, Inch, to Margaret, daughter of Mr. John Thomson, 17 Richmond Terrace, Aberdeen.

LAXTON—FOX.—At SS. Peter and Paul, Boughton-under-Blean, Kent, on October 4, William M. Laxton, chemist and druggist, to Lucy Fox, Ph.C.

ROBBINS—SMITH.—At the church of St. Bartholomew the Great, London, E.C., on October 4, by the Rev. T. R. Hine-Haycock, John George, third son of the late Mr. Thomas Robbins, Highbury, N., to Olive Clare Smith, chemist and druggist, youngest daughter of Mr. Charles Smith, Surbiton.

Deaths.

DIXON.—At his residence, 53 High Street, East Grinstead, on September 22, Mr. Walter Henry Dixon, F.C.S., chemist and druggist and dental surgeon, a director of W. H. Dixon & Sons, dispensing, analytical, and wholesale chemists, East Grinstead and Haywards Heath. In early life, Mr. Dixon gained varied experience as a dispenser at Guy's Hospital, London, S.E., and with Herrings & Co., 40 Aldersgate Street, E.C. He qualified in 1881, and subsequently acquired the business of Mr. Thomas Palmer, 51-53 High Street, East Grinstead, which dates back to 1799. Afterwards he took over the business of Mr. J. Tully, Railway Approach, East Grinstead, and in 1912 he purchased the business of the



MR. W. H. DIXON.

late Mr. R. O. Hayes, Broadway, Haywards Heath, which he rebuilt. For the last twenty years of his life Mr. Dixon rendered excellent service in public work. From 1903-16 he was people's churchwarden, and for many years he was overseer of the parish. In 1906 he was elected to the urban district council on his first attempt, and two years later became chairman, a position he occupied for the second time in 1914. At the annual meeting this year he was again elected, but declined for reasons of health, accepting instead the office of vice-chairman. In 1918 the business, then known as Dixon & Sons, was converted into a private limited company. The funeral took place on September 26. The first part of the service was conducted in the parish church, where there was a large gathering of inhabitants and other friends. The interment took place in the Old Cemetery, East Grinstead.

GLAHOLM.—At the Royal Victoria Infirmary, Newcastle-on-Tyne, recently, Mr. A. T. D. Glaholm, chemist and druggist, manager at Wallsend to Taylors' Drug Co., Ltd., aged thirty-eight. Mr. Glaholm served his apprenticeship with Alderman Rose, chemist, Jarrow. During the war he received a commission in the Royal Air Force. He leaves a widow.

MCNAUGHT.—At Fitzroy Avenue, Belfast, on October 2, the wife of Mr. Andrew McNaught, Ph.C., Queen's Bridge.

ROBSON-BURROWS.—At his residence, "Summerfield," Parsonage Road, Bournemouth, on September 20, Mr. Douglas Hubert William Robson-Burrows, J.P., a director of Oppenheimer, Son & Co., Ltd., 179 Queen Victoria Street, London, E.C. 4, aged fifty-two. Mr. Robson had been a director of Oppenheimer, Son & Co., Ltd., since 1897, and was well known in the trade. The funeral

took place at St. Peter's Church, Bournemouth, on September 25, the company being represented by Mr. A. W. Ball, managing director. Among the numerous wreaths was one from the directors and staff of the company. There was a large attendance, including the Mayor of Bournemouth and representatives of various public bodies.

ROSSITER.—At Hastings, on September 23, Mr. Frederick Rossiter, chemist and druggist, aged seventy-nine. Mr. Rossiter, who was a native of Torquay, served his apprenticeship at Totnes. After gaining further experience with Hooper & Co., Pall Mall East, London, W., he acquired in 1866 the business of the late Mr. E. W. Stubbs, George Street, Hastings. In 1884 he purchased the pharmacy of Hempstead & Co., Grand Parade, St. Leonards. Mr. Rossiter retired in December 1918. For many years he was associated with the Hastings School of Art; he was also a churchwarden and a Past Master of the Derwent Lodge of Freemasons. At the Hastings meeting of the British Pharmaceutical Conference in 1884 he was the secretary of the local Committee.

SCHLESINGER-DELMORE.—The death is announced in Johannesburg of Dr. J. Schlesinger-Delmore, the pioneer in the field of chemical industry in the Transvaal, if not the whole of South Africa. Some twenty-six years ago Dr. Schlesinger-Delmore laid the foundations of the New Transvaal Chemical Co. at Delmore, a township and station on the Germiston-Springs railway, near Johannesburg. Since then a number of subsidiary companies have been formed, and the undertaking is one of the most important and self-contained of South African manufacturing companies, their products including the extraction of gold combined with the manufacture of sulphuric acid, the manufacture of mineral acids, artificial manures, bleaching-powder, disinfectants, cattle-dips, soap, silicate of soda, and other technical chemicals.

SMITH.—At 3 St. Thomas's Square, Ryde, on September 29, suddenly, Mr. Tenison Norman Smith, chemist and druggist, aged forty-one (see p. 47). Mr. Smith was in charge of the old-established business formerly carried on by his father, who died in 1912. He was interested in all forms of sport, and his death is regretted by a large circle of friends. He was unmarried.

SMITH.—The relatives of the late Mr. W. G. Smith, of R. W. Greeff & Co., deeply regret that owing to the difficult conditions of travel it was impossible for them to make arrangements to enable his friends to be present at the funeral on October 2 to pay their last tribute of respect. They desire to express to all their grateful appreciation of the many kind messages of sympathy which they have received.

UMNEY.—As we go to press we regret to learn of the death, on October 9, of Mr. John Charles Umney, Ph.C. (Wright, Layman & Umney, Ltd.), past-President of the British Pharmaceutical Conference.

WHITCHURCH.—At 12 Fourth Avenue, Sherwood Rise, Nottingham, on September 26, Mr. Charles James Whitchurch, chemist and druggist, aged eighty. Mr. Whitchurch was in business before August 1, 1868.

Trade-marks Applied for.

The figures in parentheses refer to the classes in which the marks are grouped, for a list of which, with particulars as to registration, see "The Chemist and Druggist Diary," 1917, p. 220.

(From "The Trade-marks Journal," September 24, 1919.)

"PRES DE TOI"; for perfumery, etc. (48). By Yardley & Co., Ltd., 105 Carpenter's Road, Stratford, London, E. 15. 393,478. (Associated.)

"AU CHANT DU ROSSIGNOL"; for perfumery, etc. (48). By F. S. Cleaver & Sons, Ltd., Gould Road, Twickenham, Middlesex. 393,436.

"GORHNE"; for hair preparations (48). By the S.U.A. Manufacturing Co., 62 Downing Street, Manchester. 394,029.

"CHERRY," "CHERRY GIRL," "CHERRY BOY," and "CHERRY RICE"; for polishes, etc. (50). By the Chiswick Polish Co., Ltd., Burlington Lane, Chiswick, London, W. 4. 394,282/284/285/286. (Associated.)

(From "The Trade-marks Journal," October 1, 1919.)

- "FENCINE," "VIMOGINE," and "CARBOLUST"; for chemicals (2). By Squills & De Lacy, Ltd., Montague Street, Clitheroe, Lancs. 389,847, 393,428, 393,563.
- "COCOMAR"; for chemicals (2). By L. Berger & Sons, Ltd., 201 Morning Lane, Homerton, London, E. 9. 393,901.
- "RODOEA BRAND A MEDICINAL PREPARATION"; for medicinal chemicals (2). By Harrod's Stores, Ltd., 87-135 Brompton Road, London, S.W. 1. 393,347.
- "WIMBURY"; for surgical instruments, etc. (11). By H. Winter, 40 Aldermanbury, London, E.C. 2. 393,971.
- "PORTIA"; for all goods (15, 16, 23, 32) and for goods (5C). By Solport Bros., Ltd., 184-190 Goswell Road, London, E.C. 1. 386,691/692/693/694/695. (Associated.)
- "NOSEGAY"; for goods (42). By J. A. Hunter & Co., Ltd., Brookhill Road, Bootle, Lancs. 392,558.
- "WOOREK" and "WOOLPACK"; for all goods (42). By McKerrow Bros., Ltd., 57 Brown's Buildings, Exchange Street West, Liverpool. 393,641/719.
- "CARICE"; for food substances (42). By J. S. Fry & Sons, Ltd., 25 Union Street, Bristol. 393,749.
- "STANDARD BRAND FLAVOURING ESSENCE," with device of two arrows and letters "S T E Co." ("Standard" disclaimed); for alcoholic essences (43). By The Standard Essence Co., Ltd., 64 Southwark Bridge Road, London, S.E. 1. 393,154.
- "IRONOL"; for stain removers (47). By The Fortin Co., Roys Street, Accrington. 393,385.
- "MERCO"; for all goods (48). By The Wm. S. Merrell Co., corner of Fifth and Pike Streets, Cincinnati, U.S.A. 390,435. (Associated.)
- "LAVENDO"; for toilet requisites (48). By Lily E. Wright, 66 Melbourne Road, Eastbourne. 390,601.
- "CLYSTAZEL"; for perfumery, etc. (48). By The Standard Tablet Co., Ltd., Hove, Sussex. 392,594.
- "REVELER," with device of lanterns, dancers, etc.; for perfumery, etc. (48). By Cuxson Gerrard & Co., Ltd., 26 Fountain Lane, Oldbury. 393,555. (Associated.)
- "OREX"; for perfumery, etc. (48). By Menley & James, Ltd., Farringdon Road, London E.C. 1. 393,527.
- "DIALLA"; for all goods (48). By H. D. Sinclair, 19 Silver Street, London, E.C. 2. 393,964.

(From "The Trade-marks Journal," October 8, 1919.)

- "CRYSTALITE"; for photographic developers (1). By K. Malmberg, 110 Cannon Street, E.C. 4. 391,510.
- "BEDDOG BRAND BRITISH CARBIDE" on diamond-shaped label; for calcium carbide (1). By British Carbide Factories, Ltd., 131 Queen Victoria Street, E.C. 4. 392,794.
- "GLANFAST"; for mineral dyes (1). By G. Glanfield & Son, Ltd., 1-5 Brick Lane, London, E. 1. 393,419. (Associated.)
- "TWINK" and "TWINKO"; for chemicals (1). By Lever Brothers, Ltd., Port Sunlight, Cheshire. 393,423/4. (Associated.)
- "ORITOL," with picture of fish; for chemicals (2), medicinal chemicals (3), and for perfumery, etc. (48). By Società Industrie Chimiche Itiolo, 24, Via Medina, Naples. 387,009/010/011. (Associated.)
- "KAT-PON-TEE"; for chemical substances (2). By W. J. Nolan, 43 Main Street, Dungarvan, co. Waterford. 394,344.
- "BOFOL BRAND AN OINTMENT"; for an ointment (3). By W. Roberts, 10 Hoxington Lane, London, N.W. 1. 390,459.
- "GRUOL BRAND LINIMENT"; for ointments, liniments, etc. (3). By Margaret J. Griffith, 2 Lyndhurst Road, Wallacey. 392,054.
- "BRENT'S EMBROCATION," with picture of two trees and snakes ("Brent's" disclaimed); for an embrocation (3). By J. W. Brent & Sons, 15 Beigrave Road, Rathmines, co. Dublin. 393,346.
- "UVA BRAND ECZEMA SOAP"; for medicated soap (3). By E. L. Leach and J. H. Vallis, 18 Little Clarendon Street, St. Giles, Oxford. 393,590. (Associated.)
- Device of hand holding grenade; for scientific instruments, etc. (8). By W. Mills, 192 Bridge Street, West Birmingham. 391,767.
- "CANOKO"; for all goods (8). By Canadian Optical Co., Ltd., 220 King Street West, Toronto, Canada. 393,860.
- "RELIO-FORM"; for safety-razors (12). By A. E. M. Van der Meersch, 3 Clyde Street, Earl's Court, London, S.W. 10. 392,012.
- "EVAL"; for food substances (42). By the Far Eastern Products Co., Ltd., 87½ Vincent Parade, Balaclava, Pirmingham. 391,342. (Associated.)
- "EMPOUD"; for food substances (42). By Sugar and Malt Products, Ltd., 97 Carpenters Road, Stratford, E. 15. 391,957.

Trade Notes.

RAYMET BONUS OFFERS.—Raymet & Co., Ltd., 507-509 Harrow Road, London, W. 10, make three bonus offers in their advertisement in this issue which are worth consideration.

IRON-ox is now supplied in aluminium boxes as formerly, also in glass bottles. War-time packages can be exchanged by sending them to the Iron-ox Remedy Co., Ltd., 10 Lincoln's Inn Fields, London, W.C. 2.

DINNEFORD'S MAGNESIA.—The wholesale and retail prices of Dinneford's magnesia have been raised owing to the continued rise in the cost of production. An announcement by Dinneford & Co., Ltd., appears in this issue.

DRUG PRICES CURRENT.—G. Stevens & Co., manufacturing chemists, Cornbrook Works, Chorlton Road and Cornbrook Street, Manchester, send us a copy of their October prices current of drugs, chemicals, and pharmaceutical preparations. The firm will send a copy to any chemists requiring one.

GELATIN CAPSULES.—Mawson & Co., 142 Norwood Road, London, S.E. 27, are sending out a pamphlet to inquirers which emphasises the fact that the firm specialise in capsuling private formulas and in making gelatin ophthalmic capsules. Their advertisement in this issue refers to cinnamon and quinine capsules.

BOVRIL BONUS.—The autumn bonus scheme instituted by Bovril, Ltd., 148-166 Old Street, London, E.C., applies to Bovril purchased direct or through wholesale houses between October 1 and November 15. The bonus will be 5 per cent. in cash on the orders, and one of the conditions is that the retailer shall display a Bovril window-bill for six weeks between November 15, 1919, and February 29, 1920.

EASTERN FOAM VANISHING CREAM.—A striking advertisement of the Eastern Foam Vanishing Cream of the British Drug Houses, Ltd., is appearing in the public Press. The point about it is that in a recent beauty contest organised by the "Daily Mirror" it was found that the first, second, and third prize-winners are all users of Eastern Foam. The proprietors are offering special display terms to pharmacists who wish to take advantage of the publicity campaign which is now being carried on.

Information Department.

INFORMATION WANTED.

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

- | | |
|---|--|
| 44/71. "Fairy" Dyes. | 48/29. "Hermine" Grease Extractor. |
| 44/71. Balsam de Budha. | 44/14. Ross's Embrocation. |
| 45/67. Elixir Anethum Chapini. | 48/2. "Hed-Eez" tablets; |
| 46/48. Bromo Lecithin. | London suppliers. |
| 33/42. Dr. Furnival's Liver Pills. | 48/16. "Interval" antitetanus serum (vety.). |
| 46/50. Malachite Green Crystals; British makers or suppliers. | 45/71. Lloyd's Arecia Nut tooth-paste. |
| 45/71. Saville Bay Rum. | |

INFORMATION SUPPLIED.

Inquiries regarding the following articles have been answered. The information as to supply will be given to others who send a stamped, addressed envelope to the Information Department, THE CHEMIST AND DRUGGIST, 42 Cannon Street, London, E.C. 4:

- | | |
|---------------------------------|---|
| Citric Acid (American inquiry). | "Kolyvos," 48/67 |
| 46/12 | Kruschen Salts, 44/14 |
| Clery's Asthma Remedy, 48/5 | "Mexican" hair renewer, 45/73 |
| Colalin tablets, 45/72 | Roches' Embrocation, 44/45 |
| Congreve's Elixir, 44/14 | "Solyptol" soap, 48/68 |
| Blood Albumen, 46/43 | "Tanglefoot" fly-papers, 42/39 |
| De Jongh's Cod-liver Oil, 45/73 | Tartaric Acid (American inquiry), 46/12 |
| Dorin's preparations, 48/5 | Tooth-brushes, 47/36 |
| "Flowers of Oxoin," 45/73 | Wainwright's White Pine Cough Syrup, 39/4 |
| Gibb's Suppositories, 48/29 | Yonkerman's specialties, 44/71 |
| Humphrey's Witch Hazel, 48/56 | |
| Jessop's Castor Oil, 41/66 | |

Observations and Reflections.

By Xrayser II.

Every Cloud,

they say, has a silver lining, and even the strike had its bright side. It kept Mr. Currie in London, thus averting the necessity of reopening the School of Pharmacy "under the auspices of the Vice-President" (a contingency which would possibly have been at least as much of a loss to Mr. Currie as to us), and it kept Mr. Skinner in Scotland, where he was doing an excellent work. It is gratifying to hear that the Union of which he is president now has the majority of apprentices and assistants in Scotland within its ranks, and that the hostile action of a competitive union is not likely to delay very long its recognition by the Trades Union Congress. It is deplorable that these mutual jealousies and rivalries should hinder as they have done the organisation of employers and employed respectively into one solid body fully representative of each class, for only by such bodies as these can we effectively safeguard our several interests.

Mr. Woolcock's Address

at the reopening of the School of Pharmacy was interesting enough, but the title he gave it was unhappy, and his sketch of the rise of the pharmacist does not induce any poignant regret for the loss of his projected "History of the Society." He dates the "evolution" of the pharmacist from 1852, but it does not appear from his Address to have actually begun until 1911. Even then it would seem to have consisted in "winning his first step on the road to professional recognition." Of course, Mr. Woolcock knows well that this is not evolution at all in the philosophical sense; what took place in 1911 was that the pharmacist then emerged (the word is Mr. Woolcock's own) from a lower to a somewhat higher status, and it is a pity that by the use of a misleading term any colour should, on such an occasion, have been given to the essentially vulgar notion that the development of character is of less importance than worldly advancement.

The View of Pharmaceutical History

which Mr. Woolcock takes is not impeccable, but it does not altogether err in regard to the Society's early efforts to improve the pharmacist's fortunes. The Society's general futility is recognised, and even a little exaggerated, as I venture to think is the earlier "reproach" of the craft. The word "respectability" had not then at all usually the vulgar connotation it has now acquired, and it is very unlikely that Messrs. Allen and Bell would use it in its more debased sense: to be respectable was then much the same as to be honourable. And the legislation of 1852 and 1868 did something, if not much, towards the end the Society had in view; it certainly did more towards the evolution of the pharmacist—using the term in its proper sense—than either the National Insurance Act or the war has done. It created an educated class; it gave us a distinctive place and function in the body politic, without which the "important change" in our fortunes in 1911, of which Mr. Woolcock makes so much, would hardly have been possible. It is—I must say it again—unfortunate that in an address to a School of Pharmacy so much more stress should have been laid on the improvement in the outward circumstances of the pharmacist than on the evolutionary process—in other words, on the advance in education—which has fitted him for his improved position.

The Peep into the Future

which Mr. Woolcock gives is free from this reproach. I believe his view of what is likely to happen under the Ministry of Health is thoroughly sound; it is alien to our national genius to make revolutionary changes unless they are absolutely forced upon us, and any change that takes place is more likely to increase the activity of existing organisations than to supersede them by new ones. This probability gives greater urgency to Mr. Woolcock's insistence on the necessity of maintaining, it may be of raising, our educational

standard. For our present work we are sufficiently educated already, but at the present time less than ever is it possible to stand still. The future calls us imperatively to a larger sphere of work and the exercise of higher powers; we shall, however, best fit ourselves for what lies before us by dwelling not primarily on the advantages offered to ourselves, but on the fitness for them which is demanded of us.

The Bottle Difficulty

discussed at the last Council meeting is a most serious one, and it is to be hoped that the resolution adopted will have some effect. It is virtually a request for the removal of the restriction on the import of glass bottles, which is indeed the only feasible way of relieving our wants. Whatever our views on such questions as freedom of trade and industrial strikes, the fact remains that, as Mr. Rowsell said, we want bottles, and when want becomes acute it is foolish to let such debatable questions stand in the way of its relief. Such talk as Mr. White's is not only useless, but mischievous. In such a case; it only creates ill-feeling and recrimination, and obscures instead of clearing the situation.

An Educational Number

of the "Athenæum" has given men of many schools and vocations an opportunity for airing their views upon education. I have been particularly struck by two articles, one by a classical scholar and the other by a scientist, which agree in a remarkable manner not only upon the true meaning of education, but upon the means by which it should be sought. The sole and sufficient reason for maintaining Greek as an important study in our schools, says the classicist, is that Greek literature is the best key to the lives that men have lived in spite of circumstances, and to the sort of lives we want our children to live; the greatest value of science as it can be taught in schools (except to those who intend to adopt it as a profession) is, says the scientist, its effect in expanding and disciplining the imagination. School-teaching of science should therefore have this rather than anything approaching technical instruction for its object. Only as science is seen to be an integral part of human life, just as literature is, can the absurd conflict between the two cease. At present, however, science is rarely so taught in schools, and it is therefore as little helpful towards mental culture as is a school acquaintance with the first twenty pages of a Latin grammar to a knowledge of Latin literature. Of the Government's new zeal for science this writer speaks doubtfully. He fears it is misdirected into merely industrial channels, and he quotes what Prof. Gray said to the British Association the other week: "In research in pure science, at least, control will inevitably defeat itself. The scientific discoverer hardly knows whither he is being led; by a path he knows not he comes to his own. He should be as free as the wind."

The Real Name of "Jakobi,"

the English physician to Ivan IV. (Ivan the Terrible), the first ruler of Russia to assume the title of Tsar, appears to have been not James Roberts, as given in your article on "Pharmacy in the Russian Army," but Robert Jacob. He is, at any rate, so called in Queen Elizabeth's letter of 1583 recommending him to Ivan, and her ambassador in Russia, Sir Jerome Bowes, also speaks of him as "doctor Jacob." Ivan had several English medical men in his service before this, for Sir Jerome reports that he has obtained leave for the return home of "Richard Fransham, an Englishman and apothecary to the Emperour, his wife and children," and for him to bring home with him "all such goods as he had gotten there." Similar leave was also obtained for "Richard Elmes, an English man, one of the Emperour's surgeons." Ivan seems to have had a special regard for medical men, for when Anthony Jenkinson visited his court in 1557 peculiar favour was shown to his companion, "Master Standish doctor in physicke," who received richer gifts than the rest of the men with him. Being physician to Ivan was not, however, without its risks. Among the persons for whom Bowes obtained leave to return home was the widow of a Dutch court doctor who had not long before been "rosted to death" at Moscow.

"SANITAS" DISINFECTANTS

FLUIDS, POWDERS, SOAPS & FUMIGATORS

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HARD SOAPS, TRIPLE MILLED TOILET
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Index Folio 1156

JEWSBURY and BROWN'S ORIENTAL TOOTH PASTE in Tubes and Pots.

S.V.R. — S.V.M.

AND

CHEMISTS' WINES.

Jas. Burrough Ltd. D.J. Cale Distillery, Hutton Rd.,
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Essential Oils AND Aromatic Chemicals

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Stechers' Concentrated Liquors
FOR TINCTURES.

For Proprietary Preparations no dilution with Spirit is necessary, thus effecting an enormous saving in cost, without any sacrifice of efficiency.

Editorial Articles.

Profiteering Proceedings.

FURTHER statements have been made in the Press regarding the intention of the Board of Trade to issue another list of articles to which the Profiteering Act will apply. The statement that drugs will be one of these articles is repeated (*C. & D.*, September 27, p. 85), with the additional information that "quinine will not be included, as the price of this drug is already controlled." This has brought us several inquiries as to the controlled price of quinine which was given in the *C. & D.*, November 16, 1918, p. 33. As emphasised last week, it is only the sulphate that is controlled, and even here the control ceases in small quantities at "1 oz. in one container," a quantity which is not often purchased retail in this country unless for malarial patients. The price for this quantity is 3s. 9d. In Philip's "Standard" Retail Price List the equivalent of this in apothecaries' weight is given as 4s.; and the following are the prices for smaller quantities: 3ij, 2s.; 5j, 1s.; 5ss, 9d.; 25 grs, 7½d.; 20 grs, 6d.; 15 grs, 4½d.; 10 grs, 3d.; 2 grs, 1½d.; 1 gr, 1d. The situation is, however, somewhat less unsatisfactory than it appears to be, in view of the fact that the price of quinine has advanced beyond the figures given in the Army Council Order. In quantities of 10,000 ounces the advance as fixed by the Kina Bureau is 6d. per ounce, which is necessarily increased in the case of smaller quantities. Instead, therefore, of the price of "1 oz. in one container" being 3s. 9d., it should now be 4s. 9d. The probability of complaints to the Local Profiteering Committee from any customer with a fancied grievance about

prices must be faced if the schedules are extended to include drugs and toilet articles. With the rapid rise in prices which have taken place during the war and since the Armistice it is necessary that chemists should pay special attention to prices. The Proprietary Articles Trade Association issues a monthly price-list of protected articles, and also advertise the changes in price which occur between times. A case which has been before the Profiteering Tribunal at Hastings turns partly upon the change in price of an infants' food, although other considerations have entered into the case, and the decision has yet to be given. A difficulty arises also out of price changes of proprietary articles where the goods are sent out with the old prices on the cartons. Our attention has been called to several instances of this. Manufacturers should see that the retailer is not placed in a false position before his customer. Either fresh cartons with the new prices should be used, or the altered prices indicated in such a way that the public may know that the change does not depend upon the whim of the retailer. The present unrest is making the public suspicious even in cases where no cause exists, but if chemists act upon definite principles in fixing prices which can be defended because of their reasonable character they will have nothing to fear from Profiteering Tribunals when these are administered with justice. One or two points in the Profiteering Act may be mentioned, as they are of importance now that some of the articles dealt in by chemists are included in the Board of Trade Order. The difficulty in drafting the Act to find a definition for profiteering was got over by a proviso in Section 1 (2) "that a rate of profit which does not exceed the fair average rate earned by persons in the same way of business as the seller upon the sale of similar articles under pre-war conditions shall not be deemed unreasonable." Retailers are thus placed upon the same basis as landlords in respect of rent, for whereas wages, taxes, gas and electricity, and living expenses have increased, the retailer is to be deemed a profiteer if he attempts to repay himself by charging an increased rate of profit on the goods he sells. Sub-section (9) is important, as it defines the expressions "sale" and "seller" to include respectively any offer for sale and any person offering to sell. This means that if a customer's inquiry as to price is answered an offer to sell has been made, and the price quoted may form the subject of a complaint to the local Profiteering Committee. It would seem also that a window-ticket might bring about a complaint if a person who saw it considered the price to be excessive. The powers of the Board of Trade under the Act are considerable: the Board may order an investigation into the cost of production of an article, the price of which has been raised.

The Turpentine Market.

WITHIN the past few months there has been well-sustained activity in American turpentine oil, and values have fluctuated, mostly in an upward direction, to well over 130% per ton for delivery within the first four months of next year. The trade demand for spot and near delivery has been pretty good throughout, this being in the main due to the readiness of dealers and consumers to replenish their stocks, which were entirely exhausted during the war period as the result of the rationing under official control. At about this time last year the spot price was 105% per ton, and business was strictly confined to legitimate requirements, while no forward dealings were carried on. The fact may be recalled that the London warehouse stocks were then only about 7,900 barrels, including some 5,600 barrels of American spirit, whereas the returns issued on September 20 last were 31,516 barrels, of which only 1,000 barrels represented French and Spanish spirit, and over 30,500 barrels American. The stocks are thus now about four times greater than a year ago, although the price is much higher. Since the home market became decontrolled and speculative dealings were resumed, the position has been entirely dominated by the state of the transatlantic trade, where a vast amount of speculative enterprise has been indulged in at the expense of consumers. The price at

Savannah last month rose by leaps and bounds at one period under manipulative tactics on the part of "insiders," much to the disgust of merchant interests and dealers identified with manufacturers in the paint and varnish trades. It is not, therefore, surprising that the reckless rise tended to arouse considerable comment, as indicated by remarks made by certain American trade-press authorities. It is stated that New York paint and varnish distributors made representations to the Federal Trade Commission at Washington in order to induce them to investigate the causes which were instrumental in the "boosting" of prices. This desire to bring about a rectification of market conditions for the benefit of manufacturers quickly brought a rejoinder from a writer identified with the naval stores producing interests. The argument indulged in by this critic is that producers are now marketing their products at prices which yielded them for the first time in many years very substantial profits, based on half a normal production. It is thus clear, according to this critic—who states "that every barrel they make of either resin or turpentine will be demanded by the world, and that the world will pay the existing or better prices for them"—that the policy pursued by the producing groups is tantamount to a system of monopoly being imposed upon the world's consumers. The writer goes on to say that the endeavours of the varnish and paint men referred to will be of no avail, and that neither the Federal Trade Commission nor any other body can force the producers to sell their small production of this year at lower prices than competitive conditions establish; further, that this Commission did not lift its hands to save the industry from almost ruin during the first three years of the war. These remarks are highly significant, having regard to the methods now pursued with a vengeance with entire disregard of the numerous difficulties which the manufacturing trades are now encountering in the filling of their needs in other directions. The American turpentine "ring" evidently intend to make the most of their opportunity until a more normal supply becomes available or until the use of much cheaper substitutes can again be resorted to by consumers, more largely than is possible at present. In the meantime, the consumer is thus to be recklessly penalised for the product he could not either consume or get hold of during the war period. The time, however, may soon come when this lesson will not be forgotten. Admittedly this season's yield of American genuine spirit is still much under the normal of pre-war times, chiefly on account of the lack of skilled negro labour, but at the highly inflated prices exacted, especially for forward delivery, there is not much doubt that a drastic letting-down of prices will ensue before the middle of next year, when developments in production will be more particularly closely observed. Warehouse stocks here are fairly large already, thanks to the much larger imports, which for the first eight months of this year amounted to 17,905 tons, compared with only 1,750 tons in the same period last year. The fact may be recalled that in times of acute scarcity several years ago, when spot was most difficult to get hold of, the price only just crossed 70% a ton, while forward deliveries stood at a huge discount. Under normal conditions, prior to the war, Russian spirit was coming into this country in good quantities, but there is little or no prospect at present of this supply being restored.

Unqualified Assistants.

FOR many years prior to the war there had been on the Continent an insistent demand for the creation of a legally sanctioned class of technical workers, without professional training, to undertake some of the work in pharmacies. Usually, all proposals of this nature met with a determined opposition, based on the argument that as pharmacy enjoyed a privileged position, necessarily it must be reserved exclusively for those possessing a professional training. Some years ago the Italian Government, in deference to the demands of both parties, made an experiment which resulted in the creation of a class of un-

unqualified assistants, whose position cannot be regarded as satisfactory, and whose demands for equality with their qualified co-workers resembles the situation recently created by the now historical by-law crisis in this country. These unqualified assistants do not possess the required educational standard, have undergone no scientific training, and the examination they passed was merely a recognition of their ability to perform certain technical manipulations, but without assuming entire personal responsibility, as legally this can only be borne by the pharmacist. During the war the want of qualified men compelled the Government to permit a "patentino," as these assistants are termed, to act as substitutes for qualified pharmacists called to the Colours. Now the "patentini" are joined in an association, possessing their own journal with the rather apt title of "The Ascension," and are clamouring for full equality. That the qualified pharmacist resents the admission to equal rights of a body of men of an inferior standard, with no university training, such as he has had to undergo, is comprehensible; it would mean a very serious blow to the position of the profession in the public esteem, and the Government, which has established the curriculum of a pharmacist and which appoints those who examine him, is in a dilemma. That the position brought about in Great Britain by the introduction of the by-law is a welcome argument to the unqualified assistants is obvious—if our great Ally can admit, on an equal footing with those who have made scientific studies, men who have learnt pharmacy by practical work only, well it shows how that sensible and business nation appreciates practical work and is not blinded by the aureole of science that pharmacists try to don; to this our Italian *confrère* will reply that the admission of a second-grade class of men to British pharmacy makes really no difference, for chemists and druggists in Great Britain are more perfumery and photographic vendors than pharmacists. Now the Swiss canton of Neuchâtel unexpectedly decrees the creation of a class of auxiliary pharmacists (*aide-pharmaciens*) in a regulation of fifteen articles. They are to assist the pharmacist and pharmaceutical assistants in the practical field of pharmacy, and are to be acquainted with all that relates to counter sales and dispensing. To this end they are required to serve three years' apprenticeship with a pharmacist, during which time they will be required to attend a course of theoretical study. The candidate will then have to pass an examination to obtain the diploma of "auxiliary pharmacist." This examination will consist of a practical and a theoretical part: (1) he will be required to make two galenical preparations included in the Pharmacopœia; make up "a few" prescriptions, with questions on doses, incompatibilities, pill masses; analyse qualitatively two Pharmacopœial preparations; recognise drugs and six to eight medicinal plants. (2) He will be examined in Latin, grammar, and reading prescriptions; have to answer various questions on physics, chemistry, and botany; and, lastly, it is headed "Anthropology," he will have to possess a notion of human anatomy and physiology, and of the principles of hygiene. If he fails three times to pass this examination he is excluded from any further employment in a pharmacy. The creation of this new body of helpers is not welcomed as a happy solution of the existing dearth of assistants. It is pointed out that it will not mean cheap labour by any means, and as it is a "blind-alley" occupation its members will not be satisfied with their subordinate position, which precludes independence, and will in time claim an improvement of their economic as well as social position, thus repeating the situation in Italy as in Great Britain.

New Photographic Rays.

AN important announcement from the Physical Chemistry Laboratory of the Glasgow University is made in the "Journal of the Chemical Society." Two investigators, Messrs. McArthur and Stewart, have found that a positive copy of a photographic negative can be obtained in the following circumstances: A sensitive photographic plate is placed, film upwards, at the bottom of a light-tight box; on the film are placed two or more glass microscope slides, and resting on these supports is laid a negative,

also film-side upwards. The box is then closed, and is placed in the neighbourhood of a Bunsen burner, a bat's-wing flame, or an electrical kettle-heater. After an exposure of some hours, the plate, after development, shows an image of the negative. The resulting photograph is the reverse of the original negative—that is, it is a positive, such as would be obtained by simple printing with sensitised paper in the usual way. Several kinds of plates have been used with similar results, and it has been found that the material of the box may be either wood or cardboard. The rays which produce the effect referred to on the sensitive plate appear to be similar in properties to light rays. Glass is practically transparent to them; inkstains, secotine, and metal show different degrees of opacity. It has been found that the rays can be diffracted and refracted just like ordinary light.

The Control of Quinine.

THE present unsatisfactory state of the quinine market, which has been brought about by the evident inability of the Government to relinquish control, is severely testing the patience of legitimate buyers, and sellers and makers are reaching a point when protestations will have to take the place of representations. It is difficult to say what object the Government has in view in holding up supplies of sulphate to buyers, large and small, in this country, and their interference in the trade is now regarded as unwarranted. Is it to be assumed that the delay is merely the consequence of a lack of understanding of the position in official quarters? Quinine buyers in this country recently gave a sigh of relief on learning that the British Quinine Corporation had been formed and that ample supplies of the drug would be forthcoming from Holland and Java. We are fearful of what the consequences of further delay may be, and we would urge the Government immediately to relinquish all control so that trade may have free play, and it is hoped thus place London once again in the important position of being one of the world's leading quinine centres. We do not know whether the unpracticable view may be taken by the Government Departments interested that a slight rise in price means something to the consumer. We reiterate, however, the consumer in this country is little affected by the price of quinine, whether it be 2s. or 5s. an ounce wholesale.

Business Changes.

BOOTS, LTD., are opening a new branch at Hertford.

MR. F. C. FARGHER, chemist and druggist, has opened a business at Ouchan Head, Douglas.

MR. WILSON WHITWORTH, chemist and druggist, has opened a pharmacy at 269 Drake Street, Rochdale.

MR. J. A. A. HIND, chemist and druggist, has acquired the business of Mr. W. Hindle, chemist and druggist, Pier Plain, Gorleston.

MR. W. PHILLIPS, chemist and druggist, has acquired the business of the late Mr. W. B. Payne, chemist and druggist, High Street, Church Stretton.

BAKER, WARBURG & Co., LTD., is a new title of W. Schultze & Co., Ltd., export merchants, 29 Jewin Street, Aldersgate Street, London, E.C. 1.

MESSRS. PARKER, ONLEY & NANE have commenced business at 33 Lime Street, London, E.C. 3, as importers and exporters of chemicals, drugs, and essential oils.

THE NEW ADDRESS of Redgrave, Butler & Co., manufacturers of paraffinum liquidum, B.P., and white oils, is Park Lodge, Forest Lane, Stratford, London, E. 15.

MR. F. D. FINN, chemist and druggist, 193 Battersea Park Road, London, S.W. 11, has taken over, as from October 1, the business carried on for many years by Mr. Edwin Matthew, Ph.C., 529 Battersea Park Road.

BURGOYNE, BURRIDGES & Co., LTD., have vacated their 12 Coleman Street address and have taken offices at 12 Railway Approach, London Bridge, London, S.E. 1, where all communications for the De Laire perfumery and soap products, for which they are the sole agents in the United Kingdom, should be addressed.

The International Quinine Agreement.

IN studied contrast to the facts as narrated in THE CHEMIST AND DRUGGIST of September 20 (p. 61), in an article entitled "Quinine as an Economic Weapon," appear certain statements in the annual report of the Javasche Bank for the year ended March 31, 1919, which reached Holland at the end of August. Referring to the International Quinine Agreement of September 3, 1918, the writer of that report asserts that "the British Government had endeavoured to secure for itself and the Allied Governments the necessary stocks of quinine and bark without, however, binding itself to render any services in return in favour of the Netherlands East Indies or Holland." This statement is quite untrue. Apart from what has already been pointed out in the article referred to above, regarding the vital significance of quinine to the Allies and the desire of the Netherlands Government to obtain at that time a new joint general economic agreement with the Associated Governments, whereunder Holland was to receive, *inter alia*, increased rations all round of commodities imported from overseas, both the Netherlands Government and the representatives of the Dutch Kina Bureau in London knew (and this before the commercial contract was actually under negotiation) that any quinine agreement reached between the Dutch and Allied manufacturers concerned would, if satisfactory to the Allies, form the basis of a bargaining exchange. Moreover, it was the Netherlands Government who, realising the position in the first place, were the first to insist upon the negotiation of the contract as such being left entirely in the hands of Dutch and Allied commercial parties. Diplomacy, in fact, either from one side or the other, had nothing to do with the actual terms of the contract as finally drawn up and agreed upon by the Dutch and Allied manufacturers, and, in any case, it was hardly within the province of the British Government to act alone at that time seeing that the advantages to be held out to the Netherlands and the Netherlands East Indies in return for quinine lay in the resources of the Associated Governments as a whole. The writer of the report, therefore, commences with statements which cannot be verified in the light of facts. The British Government did not and could not take action of its own accord. Holland was offered a definite return for quinine in the shape of an economic agreement the effect of which subsequently was to obtain a substantial increase all round of Dutch rations of imported foodstuffs and other essential commodities.

The Javasche Bank report also states that

Alarming reports were received in Java respecting the conclusion of a contract with the Allied Governments for the purchase of almost all available quinine, bark, and the whole of the production of the Bandoengsche Fabriek. It was, however, only on November 24, 1918, that a copy of the so-called contract reached India. It then appeared that the contract had been entered into between the Association of Quinine Manufacturers of the Allied Countries on the one hand, and the Nederlandsche Kinine Fabriek, the Amsterdamsche Kinine Fabriek and the Semarangse Administratie Maatschappij on the other. The Bandoengsche Kinine Fabriek was therefore not even a party, and although the Semarangse Administratie Maatschappij has a vote in the direction of the factory in question it is not the manager of it.

Needless to say the latter part of that statement is wholly untrue. The Bandoeng Quinine Factory is a party to the contract, and the Semarangse Administratie actually constitutes the directing body. The articles of association of this company and of the Bandoeng Quinine Factory are in the possession of the Association of Quinine Manufacturers in Allied Countries, and the point at issue allows for no contradiction. Continuing, the report goes on to say:

In the circumstances it was an unpleasant surprise for the Netherlands East Indian Government to learn suddenly that the conclusion of the economic agreement which was being negotiated in London was made contingent on a

guarantee being given that the so-called contract would be carried out, the value of the Economic Agreement for the Netherlands Indies remaining a mystery."

It is a small point, perhaps, but here for the second time in the report is the Quinine Agreement referred to as "the so-called contract." The suggestion conveyed, of course, is not only a misrepresentation of facts, but an unworthy reflection upon the Dutch parties to an agreement which was negotiated strictly upon the ordinary lines of commerce. Yet the writer of the report either wilfully or carelessly lays himself out to give the impression that the contract was improperly made and subsequently imposed by *force majeure* on the Netherlands East Indies. Apart from trifling prevarications, however, while it may not be untrue to say that the news of the conclusion of a commercial contract in London between the Dutch and Allied quinine manufacturers came as an unpleasant surprise to Netherlands East Indies political circles, that the writer should go on to say that the value of the Economic Agreement—*i.e.*, the agreement desired between Holland and the Associated Powers, remained a mystery as far as the Dutch colonies were concerned, is scarcely intelligible in all the circumstances of the case. The Netherlands East Indies not only depended upon Allied resources in rice, but also on certain machinery essential for use in the Java factories and plantations. Moreover, it was eminently advantageous to the Dutch colonies, at a time when their trade with the mother country was seriously restricted, to have as free a trade as possible with the Associated countries. From the day that the new joint general economic agreement came into operation, as a result to a great extent of the conclusion of the International Quinine Agreement, everything possible was done by the Associated Governments to remove all obstacles in the way of export to the Dutch colonies of any commodity for which there is a demand in those parts, while Allied requirements alone constituted the only form of embargo on certain specified articles. A glance at the facts, therefore, will suffice to show that the negotiation of the contract in question was not without some very real substantial significance for the Netherlands East Indies as well as for the Netherlands proper, while the realisation that Dutchmen, both at home and abroad, were placed in a better position for securing supplies of essential commodities from overseas should have recalled the writer of the report under criticism to a fairer sense of proportion. The sense of proportion, however, is obviously wanting throughout the whole of the report. Indeed, one cannot help wondering whether the misrepresentation of facts contained therein is due as much to misapprehension as to wilfulness on the part of the writer.

X. F. O. (38/16.)

South African News.

HYDROGEN PEROXIDE.—Kynoch, Ltd., of Umbogintwini, Natal, have (says "The Times") recently erected an experimental plant for the production of hydrogen peroxide. The barium peroxide method was employed, the basic raw materials being South African barytes and locally produced sulphuric acid.

PROPOSED ASSOCIATION OF BRITISH MANUFACTURERS.—It has been felt for some time in South Africa that there is a need for a representative organisation to look after the interests of United Kingdom manufacturers, and to bring their representatives together. A movement is now on foot for the establishment of such a body. It is proposed that the membership should be composed of United Kingdom manufacturers exercising a vote by proxy through their local agents or branches, and, under certain conditions, of agents for United Kingdom firms in their own right. His Majesty's Senior Trade Commissioner in South Africa, Mr. W. G. Wickham, is interested in the movement, and United Kingdom firms who think that the Association is likely to be of advantage to them might do well to communicate with him (P.O., Box 839, Johannesburg), or with their local agent or branch.

London Medical Exhibition.

THE ninth London Medical Exhibition, organised by "The British and Colonial Pharmacist," is being held this week in the Central Hall, Westminster, and remains open till Friday evening (October 10). In spite of the exceptional difficulties of transport, the exhibitors have found means of getting their stands filled, and the system of numbering adopted enables the visitor to find them easily. During the seven years that have elapsed since the previous exhibition of the series was held British enterprise has been active in many directions, and this is specially noticeable in the increase in the number of fine chemicals shown. The stands are attractively arranged, and collectively afford an opportunity for medical men to familiarise themselves with recent progress in medical and surgical appliances, the preparation of medicaments, and other professional matters. In the following paragraphs we summarise our impressions of features of interest to the drug-trade.

ALLEN & HANBURYS, LTD., have a large variety of their specialities on view, prominent among these being the "Allenbury" foods and "Byno" preparations. Organo-therapeutic medication is represented by "Pitubilin" and "Polygladin." The more recent preparations of the company, "Umbrose" shadow meal (for x-ray work) and "Sauerin" pessaries (indicated in gonorrhoea in the female), are also shown. The display of specimens of 181 combinations of medicated pastilles issued by the company is an interesting feature of this exhibit.

THE ANGLIER CHEMICAL CO., LTD., have a massive display of Angier's Emulsion forming, incidentally, an instructive lesson in the art of window-dressing—the "window," in this case, being an open one.

ANGLO-AMERICAN PHARMACEUTICAL CO., LTD., have a large stand well filled with their products, the central portion being imposingly built up with Huxley's glycerophosphate syrups (with formates, red bone-marrow, etc.). Elsewhere on the stand is another old friend, "Sal Antisepticus"; and prominent among the other lines are "Zita" dusting-powder (in two varieties), and the popular "Tubette" of menthol and wintergreen cream.

THE ANGLO-FRENCH DRUG CO., LTD., and MODERN PHARMACALS occupy a stand devoted to such scientific products as galyol, ambrine, amibiasine (for amoebic dysentery), kramyzarine (for the internal and external treatment of varicose veins), and mercasan (an arsenic-mercury remedy).

THE APOLLINARIS CO., LTD., have a good deal to tell the visitor concerning the steadily increasing sales of their popular table-water. Apollinaris, as most people know by now, is derived from a spring situated in territory occupied by the Allies, and supplies are adequate again.

JOHN BELL & CRODEN, LTD., give prominence to their sterilised dressings, which are packed in hermetically sealed tins. Operating outfits, ligatures of many kinds, catheters, and "Bellicedin" (a new uric-acid solvent) are other features of interest. "Carbocols," another novelty to which the visitor's attention is drawn, are palatable pastilles containing large doses of willow charcoal.

ARTHUR BERTON, LTD., specialise in dressings, hot-water bottles, and allied articles.

BOOTS PURE DRUG CO., LTD., have a large stand containing some valuable quantities of alkaloids and other fine chemicals. If the question "Who won the war?" were to be seriously investigated, it is evident that Boots, Ltd., could put in a claim. Solution-ablets in distinctive form, flexible capsules, and mixtures such as "Liquor Pectoralis Sedativus" are other features of a striking display.

BOVRIL, LTD., make a special feature of Invalid Bovril at their stand, and have some specimens illustrating its composition.

BRIGHT COLLOIDS, LTD., are showing a complete range of Crookes' Collosols, which have steadily advanced in favour as readily assimilable products. Collosol Ferromalt is one that recommends itself widely from this point of view, the constitutional disturbance usually

caused by the internal administration of iron being practically abolished by the employment of this colloidal form. A great attraction of this exhibit is a series of microscopes, the slides showing ultra-minute particles of colloidal quinine and other substances in actual motion. The magnification is 1,500 diameters.

THE BRITISH ORGANOTHERAPY CO., LTD., exhibit products which illustrate the advances that are being made in this branch of therapeutics. "Lipoids" represent the latest development, these products being the active principles of glands, just as alkaloids are of plants. "Evamine," which has also been recently introduced, is a combination of adrenin and pituitary used in the treatment of asthma.

THE WILLIAM BROWNING CO., LTD.—The suitability of liquid paraffin, "Semprolin" brand, as a basis for many kinds of medicaments is evident at this exhibit, where "Semprolin" emulsion combinations are on view. Semprolin itself is stated to be of the correct viscosity for internal medication. A palatable preparation for infantile complaints has also been issued, described as "Carmex," and concerning which many eulogistic reports have been received.

BURROUGHS WELLCOME & Co. show "Kharsivan" and "Neokharsivan," the first British products to replace German salvarsan and neosalvarsan. The important attribute of medicinally correct liquid paraffin—viscosity—is excellently demonstrated with "Paroleine" as the standard preparation. Attention is also directed to "Wellcome" sodium salicylate, which is claimed to provide a water-white solution. This salt, physiologically pure, is now available in white flakes at reasonable cost. "Lutafax," "Tabloid" Bismuth Gauze, and "Wellcome" Coryza Vaccine, No. 4 (used largely during the influenza epidemics), are other outstanding features of an altogether attractive display.

CADBURY BROS., LTD., direct attention to their cocoa essence, and samples are provided.

CALLARD & Co. direct attention to their new vitalising food, "Vitmar," which contains fat soluble A and water soluble B and C vitamins.

THE CHYMOL CO., LTD., have a well-placed corner-stand filled with their speciality, the analysis of which discloses an unusually high percentage of fat; vitamins, too, are not lost sight of in this scientific product.

THE CLAYTON ANILINE CO., LTD., have an attractive stand where specimens of "Ciba" products are shown. "Phytin" nerve and brain food is now obtainable in tablet form in addition to the previous varieties, capsules and granules. "Dial," stated to be efficient as a hypnotic in doses of 1½ grains, was also on view.

THE DENVER CHEMICAL MANUFACTURING CO. have an imposing display of Antiphlogistine.

DE VILBISS CO., LTD., have a selection of their clever atomisers and sprays on view, the No. 16, with movable tip, being given prominence. Any instrument of their manufacture found defective is repaired or replaced free of charge.

DOMEN BELTS CO., LTD., have a wide range of samples of their various belts, with a supply of descriptive pamphlets.

THE DOWSING RADIANT HEAT CO., LTD., have a striking display of electric sterilisers and heaters, representing the latest word in ingenuity. A metal container for melting and delivering sealing-wax should appeal to the wholesaler.

THE SPRINGS OF DROITWICH form the subject-matter of an uncommon little display illustrating the benefits to be derived from a visit to this spa. It is satisfactory to learn that British watering-places are doing excellent business.

THE FRAME FOOD CO. have added to their list of preparations "Frame" Milk Food, suitable for the first six months of infant life. This is on view along with their staple food product.

THE GAS LIGHT AND COKE CO. were giving demonstrations of the "Lancet's" test of the modern gas-fire when we visited their stand.

GENATOSAN, LTD., have an attractive exhibit of the company's specialities, which include Sanatogen, Formamin, Genasprin, and Cystopurin. The most recent product,

Sanatogen chocolate, is guaranteed to contain at least 10 per cent. of sanatogen, which adds considerably to the sustaining property of the chocolate, but in no way affects the taste. The "Quain" Ozonizer, which is also supplied by this company, was on view at a separate stand.

THE GLOUCESTERSHIRE SURGICAL APPLIANCES Co. exhibit surgical appliances of an approved type for orthopaedic and other disabilities.

HAWKSLEY & SONS exhibit specimens of their blood-diagnostic, acoustic, and scientific instruments. An automatic weighing-machine occupying very small floor-space is on view.

CHARLES HEARSON & Co., LTD., have a large and varied display of sterilisers, incubators, drying-ovens, and other requisites of research.

C. J. HEWLETT & SON, LTD., have a display of massed stoppered bottles that seem to belie the alleged shortage of glass. It should be added that the bottles are not shown for their own sakes, but appear as containers of Hewlett's well-known concentrated mixtures. "Veronigen," a liquid preparation of veronal, is one of the newest of these; and the company's physiologically standardised series also has prominence.

HOWARDS & SONS, LTD., are showing some dazzling specimens of fine chemicals, from their standard ether (used exclusively for many years at the London Hospital, and widely known in Army practice) to the latest thing in quinine. This is known as hydro-quinine hydrochloride, and is at present the subject of a research undertaken conjointly by Professor Dixon, of Cambridge, and Mr. F. B. Howard, F.I.C. In addition to its anti-malarial efficacy, it has been found to act as a local anæsthetic. The whole stock of the United Kingdom lies in a glass container scarcely larger than a watch, and in that respect must be the most valuable exhibit in the hall. Quinine acetylsalicylate—for which there should be a future as an antipyretic—is also on show, as are several varieties of compressed tablets of Howards & Sons' manufacture. One of their aspirin tablets was dropped into about two drachms of water while the C. & D. representative was talking, and before the sentence was finished a shake of the measure sufficed to reduce the tablet to fine flakes—a demonstration amply sufficient in itself.

INGRAM & ROYLE, LTD., have a characteristic stand filled with Vichy, Contrexéville, and other mineral waters, including Pellegrino, Plombières, Sangemini, and Villacabras—names which incidentally illustrate the completeness of the stock that Ingram & Royle, Ltd., hold. Supplies are good, we learn.

DR. JAEGER'S SANITARY WOOLLEN SYSTEM Co., LTD., have specimens of their all-wool bandages, which are suitable for rheumatic patients who cannot wear ordinary cotton bandages.

KEEN, ROBINSON & Co., LTD., show Robinson's Patent Barley and Groats.

LYSOL, LTD., have a show of British-made "Pebeco" tooth-paste alongside lysol and other preparations, which include lysol surgical soap, toilet soap, and "Lysoline" hair-tonic.

MAY & BAKER, LTD., have a display devoted chiefly to synthetic remedies, especially arsenobillon, novarsenobillon, and disodo-luargol. Mercurial cream and guaiacol-glucose solution are other features of an interesting exhibit.

Among the surgical instruments and accessories displayed by MAYER & PHELPS is an aluminium sputum jar, the lid of which closes automatically when the patient sets the jar down. The "Emandem" nose bath, made in porcelain, is another novel exhibit at this stand.

MEGESSON & Co., LTD., have a varied display of elegant products, the place of honour being given to their "Vocal-Zone" series—pastilles, gargle, solution, and inhalation. These, as their names indicate, are scientifically evolved preparations designed for nasal, laryngeal, and similar uses. It is interesting to learn that the company's cod-liver-oil jelly has been still further refined in the matter of flavour.

MENLEY & JAMES, LTD., have an attractive display of fine chemicals, vaccines, and other well-known products of

guaranteed purity. For the disinfection of rooms with "Bacterol," their non-poisonous antiseptic, they have introduced a portable cabinet which can be placed outside the door of the room, thus leaving the operator free from contact with the vapour. A copper coil is made hot with an oil-flame, and "Bacterol" is passed through it under pressure, the vapour passing into the room through a metal pipe. Another novelty at this stand is a lace-mesh dressing containing a stiffening prepared with a paraffin basis, the utility of which in preventing medicated gauzes from adhering to a wound is self-evident.

MILTON MANUFACTURING Co., LTD., have a corner stand at which the many uses of Milton—or as many of them as the visitor wants to know—are convincingly explained. Milton is evidently on its way to becoming a household word in the full and literal sense.

H. & C. NEWMAN's exhibit of Fort-Reviver, an original non-alcoholic stimulant, includes an attractive specimen of the "raw material," utilised for this product, consisting of luscious fruits. Gratifying reports of the value of Fort-Reviver in insomnia have been received by the firm. "PowerEx" is a new tonic food which consists of lecithin, nuclein, glycerophosphates, and malt extract, the basis being dried full cream. Facility for sampling the products is given at the stand, which is tastefully laid out.

NEWTON CHAMBERS & Co., LTD., have a show of the "Izal" preparations.

PARKE, DAVIS & Co. have a spacious stand designed so as to induce the visitor to walk through as well as round it. Apthesine, a synthetic local anæsthetic for hypodermic use, is one of the special exhibits; and others are Granulogen, a paraffin-base remedy for burns, and Hemoplastin, a hæmostatic solution that can be applied locally or injected. Vaccines, serums, phylacogens, and the humbler tablets and pills make up an interesting and individual display.

THE CHAS. H. PHILLIPS CHEMICAL Co. exhibit milk of magnesia and phospho-muriate of quinine compound.

At the stands of SAVORY & MOORE, LTD., the peptonised cocoa and milk and infants' foods are prominently displayed. Among the newer preparations is "Fructol Bromidi Co.," an elegant medicament indicated in nervous diseases. Other specialities of the company which may be noted are "Magnesia Cordial," "Fructolax," "Zincolave" (a mouth-wash prescribed in pyorrhœa and allied conditions), and "Bismoid" suppositories.

THE SCHOLL MANUFACTURING Co., LTD., are exhibiting their foot appliances and medicaments. Pharmacists in some districts take up the sale of these articles, and those who do are recommended first to take the company's course in practipedics, so as thoroughly to understand the subject. Only a small fee is charged, and the appreciation of satisfied clients is said to be well worth the study involved.

THE SURGICAL MANUFACTURING Co., LTD., are directing special attention to the "Handy" series of cabinets for holding dressings, etc.

VIROL, LTD., have a large stand devoted to Virol and Virolax, an emulsion of liquid paraffin containing 40 per cent. of virol by volume.

WALTON & CURTIS, LTD., make a feature of their patent supports, among which is the "Curtis" colotomy support. This appliance is stated to be comfortable to wear, easily applied and cleaned. The "Curtis" abdominal support, as suggested by Sir Arbuthnot Lane, is also shown.

CHARLES ZIMMERMANN & Co. (CHEMICALS), LTD., display a selection of their products, including "Subitol," a compound of ammonia and sulphonic acid with sulphur in organic combination. It is administered for skin diseases—internally in capsules and externally in the form of ointment.

Among the other exhibitors are MANHU FOOD Co., LTD., JARDOX, LTD., HENRY FROWDE, HODDER & STOUGHTON, STANLEY PHILLIPS, SOCIÉTÉ GÉNÉRALE DES EAUX MINÉRALES DE VITTEL, H. K. LEWIS & Co., LTD., ANGLO-AMERICAN OIL Co., LTD., KOLYNS, INC., BAILLIÈRE, TINDALL & COX, and HORLICK'S MALTED MILK Co.

Insurance Act Dispensing.

A Record of matters concerning Chemists' interests in the National Health Insurance Acts.

Reports from Local Centres.

ENGLAND.

Blackpool.—At a meeting of the Insurance Committee, held on October 6, it was reported that chemists' accounts for 1918, which had been paid in full, amounted to 1,543*l.*, as against 1,021*l.* in 1917.

Middlesex.—The bi-monthly meeting of the Insurance Committee was held on October 6, Sir William Glyn-Jones (Chairman) presiding. The Finance and General Purposes Committee reported the payment of accounts amounting to 44,913*l.* 13*s.* 7*d.*, amongst these being 3,625*l.* 1*s.* 10*d.* to chemists. Payment to doctors for drugs supplied to invalided soldiers amounted to 2*l.* 19*s.* 6*d.* The payments were approved. The Committee further reported that the sum of 4,594*l.* 3*s.* 10*d.* was transferred from the Drug Fund for distribution to doctors. The whole of the "floating sixpence" was not available for 1918, and this was due to the fact that the cost of medicines was 27,116*l.* 5*s.* 4*d.*, as compared with 20,548*l.* 9*s.* 5*d.* in 1917.

Sheffield.—At a recent meeting of the Insurance Committee a chemist and druggist was admitted to the list of those supplying drugs, etc. On receiving a report from the N.E. Pricing Bureau, it was decided to pay the sum of 2*l.* 0*s.* 10*d.*, due to chemists after checking by the Pharmaceutical Society. The amount overpriced was 8*s.* 7*d.* It was pointed out that these sums were in respect of 44,289 prescriptions checked, the value of which was 1,303*l.* 0*s.* 7*d.*, and the total percentage of errors amounted to 0.157 per cent. It was decided to accept the ratio, ascertained for the first three months of the year, for the twelve months in the reassessment of drugs, as recommended by the Panel Committee. The sum of 796*l.* 15*s.* 10*d.* was passed for payment to chemists for the month; also 3,219*l.* 18*s.* for medical men's war bonus.

Shipley.—Dissatisfaction was expressed at a meeting of the Insurance Committee, held on October 2, regarding the unsuitability of the present dispensary premises, and a resolution was passed drawing the attention of the West Riding County Council to the matter and suggesting rooms at the People's Hall for the purpose.

Smethwick.—A meeting of the Insurance Committee was held on October 7, when the Medical Benefit Sub-Committee recommended the adoption of the Ministry of Health's suggestion that the ratios, determined for January, should be accepted as applicable to 1919 in reassessing drug-prices and dispensing-fees. The following statistical data was given:

	No. of Prescriptions	Total Cost £ s. d.	Aver. Cost of Dispensing Ingredients	Aver. Fee
Quarter ended June 30	16,507	465 1 8	2-95 <i>d.</i>	3-83 <i>d.</i>
Half-year ended June 30	40,553	11,161 16 3	3-03 <i>d.</i>	6-78 <i>d.</i>

The Pharmaceutical Committee consists of Messrs. W. W. Adams, W. C. Brown, J. H. Cullwick, G. Hampton, W. Kelsey, H. M. Tranmer, for the year ending July 1920. The Finance and General Purposes Sub-Committee reported that payments in June, July, and August to chemists amounted to 283*l.* 16*s.* 4*d.*

Yarmouth.—The Secretary of the East Anglia Joint Pricing Committee has forwarded to the Insurance Committee a statement of the reassessment calculations in respect of prescriptions for the first quarter of the year, and asked whether the Committee would agree to the dispensing-fee ratio thus obtained being applied to the year. It was resolved to accept it if the Panel Committee concurred. The Secretary complained also that panel chemists in the area had failed to separate sanatorium benefit or temporary resident scripts from ordinary ones. Five chemists were named, and the Clerk was directed to ask them strictly to comply with the regulations.

SCOTLAND.

September Drug Tariff.

The following are the new Scottish Tariff prices for September:

Name.	oz.	dr.	Name.	oz.	dr.
Acid. salicyl. ...	0 5	0 1	Pot. citras ...	0 7½	0 1½
Aloin ...	1 3	0 2½	" ioidid. ...	2 3	0 4
Atropin. sulph. ...	18	7	Pulv. lobelie co. ...	0 5½	0 1
Bals. Peru. ...	2 11	0 5	Quinin. sulph. ...	6 1	0 10½
Butyl-chlor. hyd. ...	18 8	2 8	Salol ...	0 10½	0 1½
Calc. lact. ...	1 9	0 3	Santonin ...	7	7½
Cocain. hyd. ...	8 10½		Sod. cacodyl. ...	9 4	1 4
Croosotum ...	1 8	0 3	" glyceroph. (100%) ...	2 10	0 5
Emul. ol. morrh. c. hyps. (B.P.C.) ...	0 4½	0 1	" ioidid. ...	2 8½	0 5
Ext. aloes ...	0 9½	0 1½	" salicyl. ...	0 7	0 1
" casc. sag. sic. ...	1 10	0 3½	" sulphocarb. ...	0 4	0 1
" " liq. ...	0 5	0 1	Sulphonal ...	13 4	1 11
" filic. liq. ...	4 0	0 7	Syr. ferri. ioid. ...	0 4½	0 1
" nuc. vom. sic. ...	1 6½	0 3	" prun. virg. ...	0 3	0 0½
" opil sic. ...	7 0	1 0	" tolu. ...	0 2½	0 0½
" viburn. liq. ...	1 9	0 3	Thymol ...	4 5½	0 8
Ferri et amm. cit. ...	0 6	0 1	Tinct. gelsem. ...	0 7	0 1
Ferrum tart. ...	0 8	0 1½	" hamamel. ...	0 5	0 1
Guaiaacal carb. ...	4 2½	0 7½	" ioid. fort. ...	0 10	0 1½
Homatrop. hydrob. grain 1, 5 <i>d.</i> ...	2 5½	0 4½	" lobel. ath. ...	0 10½	0 1½
Hydrag. ioid. rub. ...	1 3½	0 2½	Unz. hyd. co. ...	0 9	0 1½
" ox. flav. ...	2 11	0 5	" ioid. rub. ...	0 6	0 1
Iodoform ...	2 7	0 4½	" iodoform ...	0 8	0 1½
Iodum ...	0 4	0 1	" plumb. ioid. ...	0 7	0 1
Lin. terebinth. ...	0 5	0 1	" pot. ioid. ...	0 7	0 1
" acet. ...	0 4	0 1	Vin. antimon. ...	0 5	0 1
Liq. hamamel. ...	5 4½	0 9½	" ipecac. ...	0 6	0 1
Malourea ...	13 4	0 11	Zinc. sulphocarb. ...	0 4½	0 1
Methylsulphonal ...	5 4½				
Morph. acct. ...	5 4½				
" hyd. ...	5 4½				
Naphthol ...	1 3½	0 2½			
Ol. anisi ...	0 11½	0 2			
" caryoph. ...	2 5½	0 4½			
" menth. pip. ...	8 0	1 2			
" myrtac. imp. plus 4 <i>s.</i> 11 <i>d.</i> ...	2 1	0 2			
Paraldehyd. ...	1 10	0 5			
Phenacetin ...	5 4½	0 9½			
Podoph. resin ...	0 4	0 1			
Pot. sulphurata ...	0 5½	0 1			
" brom. ...	0 5½	0 1			

Bandages: Muslin (Buttercloth material) 2½ in. by 6 yd. 5*d.* each; 3 in. by 6 yd. 6*d.*; 4 in. by 6 yd. 7*d.* Calico (Unbleached) 2½ in. by 3 yd. (6½ oz.) 4*d.* each; 4 in. by 3 yd. (10½ oz.) 6*d.*

Lints: Unmedicated, 2 oz. pkts., 9½*d.* each; 4 oz., 1*s.* 6½*d.*; 8 oz., 2*s.* 9½*d.*; 1 lb., 5*s.* 3*d.*; boric, 2 oz. 7½*d.* each; 4 oz., 1*s.* 1½*d.* 8 oz., 1*s.* 10½*d.*; 1 lb., 3*s.* 7*d.*

THE JECKER PRIZE has been divided by the French Academy of Sciences among Parisian *savants*. M. Ernest Fourneau (Pasteur Institute) receives 5,000*fr.* for his researches on the synthetic preparation of medicinal organic compounds. For his general work in organic chemistry, Assistant Professor Maillard (Faculty of Medicine) is awarded 2,500*fr.*; and a similar sum is bestowed upon Assistant Professor Marcel Sommelet (Paris School of Pharmacy), for his researches on oxide-chelers. Professor Goris, of the same school, receives the 2,000*fr.* Barbier prize for his study of the localisation and functions of alkaloids and glucosides in plants, and for his paper on the preparation of catgut.

BRITISH EXPORTS TO GERMANY in the first half-year of 1919 amounted to 3,424,000*l.* It is instructive to learn from the "Frankfurter Zeitung" that "as there is no item of export to England for the same period corresponding to the above-mentioned 3,424,000*l.*, the entire amount, which at the falling rate of exchange represents over 200,000,000*m.*, will have to be debited against us in the balance of trade." During the first half-year of 1914 British exports to Germany, says "The Times Trade Supplement," totalled 18,890,000*l.*, or 380,000,000*m.* at pre-war rates, while German exports to the United Kingdom were 39,531,000*l.*, yielding a trade balance of more than half in favour of Germany.

CHEMICALS IN HONG-KONG.—Prior to the war Germany, Great Britain, and Belgium were the chief sources of supply for chemicals, but now the United States, and particularly Japan, have captured the market. Japan is making every exertion to secure the whole of the chemical market of the east coast of Asia, and to exclude competition. Sulphuric acid is now being offered at 13*s.* per case of 200 lb., and three months ago the price was 9*s.* 50; carbolic acid is quoted 1*s.* 30 per lb., and acetic acid 2*s.* per case of 200 lb., these being supplied by Japan. American caustic soda is now quoted at 30 to 40 per picul (133½ lb.), the price being 26 three months ago. Liquid ammonia is quoted 32*c.* to 35*c.*, ammonium sulphate 38*c.* to 40*c.*, and ammonium chloride 40*c.* per lb., but the market is dull.

Associations' Winter Session.

Chesterfield.—At the annual general meeting of the Chesterfield Pharmacists' Association, held on September 30, the following officers were elected: *President*, Mr. J. H. Wilbourn; *Vice-President*, Mr. J. R. D. Barfoot; *Secretary*, Mr. S. C. Greaves; *Treasurer*, Mr. T. E. Furness. A vote of thanks was accorded to Mr. J. H. Toplis for his eight years' service as secretary to the Association, of which he was the founder. Messrs. Greaves and Toplis gave their reasons for advising members to vote in favour of the by-law. The Secretary was instructed to write Boots, Ltd., asking them to resume dinner-time closing in Chesterfield. It was decided to call a special meeting to consider the raising of the annual subscriptions to 10s. 6d.

Glasgow.—The first meeting of the Glasgow branch of the Scottish Pharmaceutical Federation, held on September 26, was attended by a large number of employers. Mr. MacKenzie, who occupied the chair, addressed the meeting. He thanked the members for having selected him as their first president, and proceeded to outline the history of the Federation. He had been asked "Why not delay action till the Law Courts decide which body can take up the duty of looking after the trade side of pharmacy?" His answer was that the S.P.F. is already a live organisation, and he has grave doubts whether a rival association can be produced, even with the aid of the law, to perform the same work. Hence the Federation means to carry on, so as to have, at least, one sure support in the time of need, which is very near, for the problems of wages, hours, rates of profit, and national drug service will not brook delay. The legality of the proceedings of the Federation, he stated, has never been challenged. Referring to the Glasgow and West of Scotland Pharmacists' Association, Mr. MacKenzie said they desired complete unison with that body in every detail. He next criticised the agreement with the Council of the Pharmaceutical Society. The words of the bond expressly are: "You are forbidden to meddle with any matter which is dealt with by the Pharmaceutical Society's Council." No one knows what that means. Members of the Pharmaceutical Society, he said, are rarely permitted to know what the Council is doing, so it assumes that they do not know what it refrains from doing. The highest legal opinion in Scotland having said that the Society cannot do certain things, surely the Society is not doing them. So far as Glasgow and Scotland are concerned, there is no known organisation able to form the employers' section of a Trade Board or Industrial Council except the S.P.F. Mr. MacKenzie then called upon every pharmacist to sign the agreement. He said there is no danger of damaging the Pharmaceutical Council's position. Since a bargain was made they intend to stick to that bargain and to see that the other side also did so. The only objection, in his opinion, that the Pharmaceutical Society Council can have to the action of the S.P.F. is the financial one. This was foreseen by "Xrayser II." and pointed out in the *CHEMIST AND DRUGGIST*, June 28, page 61. That, he said, is the crux of the whole position, and a strong argument in favour of joining the Federation. A hearty discussion followed, in which Mr. Murray (Secretary of the Executive Council) answered questions relating to Trade Boards and to how the Federation intends to carry out its policy. All the non-members present joined. [By air post.]

North Wales Pharmacists—A conference of North Wales pharmacists was held on September 24 at the Queen's Hotel, Rhyl, the attendance numbering approximately one hundred. Mr. W. P. Evans (Liverpool) presided, and Sir William Glyn-Jones, who received an ovation, made a forcible speech in which he dealt with the training of ex-Service men and their allocations, the Ministry of Health, insurance remuneration, one-mile limit, and agricultural poisons. Mr. Benson Harries (Newport) spoke of the advantages of federation, and it was decided that the President and Secretary of each

local Association of Pharmacists in North Wales be invited to meet and form a scheme for the federation of the local Associations of North Wales. Mr. J. B. Francis (Wrexham) was asked to convene the meeting. The guests were afterwards entertained to tea in the lounge of the hotel by Mr. W. P. Evans.

Sheffield.—In consequence of the prolonged negotiations with the Ministry of Education concerning day classes for pharmaceutical students, the Executive of the Sheffield Pharmaceutical Students' Association advises all students who wish immediately to commence their studies to attend the pharmacy course at the Central Secondary Evening School until the day classes begin, after which, if they so desire, they may attend both courses. Students who intend taking the pharmacy day course should ask their employers for the necessary time off, and communicate with the hon. secretary, Mr. L. A. Chatterton, 271A Derbyshire Lane, Woodseats, Sheffield.—At the next meeting of the Pharmaceutical Students' Association Mr. E. Preston, Ph.C. (President of the Sheffield Pharmaceutical and Chemical Society) will give a lecture on *The Qualifying Examination*. The date will be announced.

Birmingham School of Pharmacy.

BIRMINGHAM is now in possession of a School of Pharmacy. The classes are housed at the Municipal Technical School, Suffolk Street, the scheme having been carried out by the authorities of that institution in conjunction with the Birmingham Pharmaceutical Association. Lieutenant-Colonel Ward, director of the Appointments Department of the Ministry of Labour for the Midlands, rendered valuable help, and through him places have been found for sixty demobilised soldiers. The course began on October 6, and the formal opening took place on the following day. Mr. W. L. Currie, President of the Pharmaceutical Society of Great Britain, had been detained in London, and Sir Thomas Barclay was asked to address the students. Mr. H. O. Lloyd, President of the Birmingham Pharmaceutical Association, presided. Sir Thomas Barclay, in the course of his address, recalled how students of thirty years ago were handicapped in the way of education because they could not get near any school of pharmacy. His scheme at that time (in order to end this) was that the student who left school should be expected to remain a student during his apprenticeship and after. His idea was not followed up as he expected it would be, and he was glad to welcome the present scheme, which went a long way towards meeting the objections that then existed. Pharmacy deserved that its workers should have a proper scientific training. The history of chemistry as a science included many names of intending pharmacists in the course of whose training something had suggested other openings. Among Birmingham examples he mentioned Mr. Arthur Albright, the late Mr. R. S. Hudson, the late Mr. George Baker, and Alderman F. C. Clayton; and further afield there were Mr. Henry B. Brady, Dr. Thresh, and the late Sir Joseph Swan, who whilst engaged in practical pharmacy discovered the incandescent electric light (as Edison did at the same time). He mentioned these instances as a stimulus to students not to be content with the old—and, it was hoped, bygone—system of cramming just enough knowledge to scramble through the Minor examination of the Pharmaceutical Society. The Chairman mentioned that Dr. Slater Price would have charge of the school, and would be assisted by Mr. Berry and Mr. Rushbrooke. The Birmingham Pharmaceutical Association desired to associate itself with the school, and would offer prizes. Sir George Kenrick, Chairman of the Birmingham Education Committee, advised students to have a good preparation before going to work, and remarked that what they would learn at the school in twelve months would far outweigh what they were likely to learn as apprentices, inasmuch as employers were apt to leave the apprentices pretty well to themselves. The proceedings terminated with a vote of thanks to Sir Thomas Barclay.

Chemical Work in the Philippines.

THE last Administration Report of the Philippine Islands states that in 1917 it was found that the war had brought about a shortage of caustic soda largely used in most Philippine industries, and of which 1,500,000 kilos was annually imported. Its manufacture locally is being encouraged, and it is shown that even when the by-products are not taken into account and conditions return to normal, the manufacture is a commercial possibility. The industry would stimulate other manufactures, such as lime, salt, bleaching powder, chloroform, etc. The city of Manila uses over 100 kilogrammes of bleaching powder per day in the purification of the city water supply.

The Bureau of Science method for drying coconut is exceedingly simple, and consists briefly in putting the opened nuts on trays and subjecting them in a closed space to the fumes of burning sulphur (sulphur dioxide, sulphurous acid anhydride). After this treatment the nuts are put under a shed or in the sun to dry, the completion of which process takes four or more days, according to atmospheric conditions. The only apparatus required is a wooden box of proper size, a few trays, and a four-wheeled car mounted on a wooden track. It has been found that such treatment greatly improves the product, whilst the action of the sulphur fumes kills all mould spores and prevents their growth during the drying process. An exceptionally white and uniform product is thus produced. There is no loss of oil during the process, and a greater weight of copra is obtained, for no oil is destroyed by growing organisms.

Owing to the scarcity of shipping, large stocks of copra, which there were no prospects of exporting, had accumulated in the Philippine Islands. It was found that the copra could be worked efficiently in a sixty-seven horsepower Otto suction producer-gas plant as fuel, which was designed especially for low-grade Philippine coal, and also under its Babcock and Wilcox boiler, which has an elongated fire-box. For fuel purposes it was ascertained that a ton of copra meal is equal to about 0.6 ton of ordinary coal. The ash resulting from the combustion of copra meal is very valuable as a fertiliser ingredient on account of its potash, and wherever copra cake is burnt as fuel the ash should be carefully saved.

The Manila Bureau of Science has demonstrated the usefulness of coconut shells and husks for fuel and other purposes. Tests of a machine for producing fibre from husks have been completed. The most economical utilisation of coconut shells and husks for fuel has been found to be a properly designed producer-gas plant.

The chief organic chemist is the Bureau of Science representative on the Board of Food and Drug Inspection, which meets bi-monthly to decide on all questions related to the enforcement of the various laws on this important subject. The great increase in the cost of pure-food products would seem to have furnished an incentive for their adulteration. The Bureau has closely inspected foreign and domestic products, and by analysis has furnished evidence that has protected the public against the use of adulterated foods and beverages that are unfit for human consumption or injurious to health. Such injurious substances in foods have been discovered in the year as poisonous dyes, arsenic, ground glass, filth, ptomaines, etc.

The work of the Bureau is increasing, while the shortage of and continual change in *personnel* hamper it greatly. It is pointed out that unless more men are available, or there is a marked decrease in the amount of routine work, the department will have but little time to devote to all that should be done in the way of technical research necessary for the proper economic development of the country.

EXPOSITORY.—Father, on returning from church: "What did the preacher refer to when he said that it was more blessed to give than to receive?" His youngest: "Castor oil."

Scarcity of Botanical Drugs.

DR. CARL L. ALSBERG, and his associates of the U.S. Bureau of Chemistry, prepared a paper on the cause of high prices of botanical drugs, which was read before a meeting of the American Pharmaceutical Association, in the course of which attention was drawn to the dependence of the world, and especially the United States, upon the widely separated sources of supply. After citing a well-known fact in regard to the sources of supply of leading staples, a percentage comparison is given of the average wholesale prices in 1913 and 1918. In the latter year there was a further drastic cut in imports owing to Government restrictions, and in that year the imports of crude botanical drugs was only 34 per cent. of the 1913 total. The shortage proved to be a stimulus to drug cultivation in America, principally of belladonna, digitalis, cannabis indica, henbane, peppermint, and castor seed. Some of these crops, however, could not be harvested owing to labour shortage. Japan furnished matricaria, castor seed, mustard seed, valerian, and insect flowers. In 1917 over 1,500,000 lb. of insect flowers was imported into the United States, and the bulk of it came from Japan. The collection of these drugs has been made by new workers, owing to many of the old collectors being drafted for war work, and the very high prices have tempted some exporters or dealers to adulterate the shipments. Dr. Alsberg, reporting on these conditions, said:

"Adulteration has taken chiefly two forms—the collection of authentic material of poor quality, and the collection or addition of spurious material. In general, we are of the opinion that intentional sophistication is comparatively rare, although cases do occur occasionally. It is hard to believe, for instance, that decorticated cardamom seed, containing pebbles which simulate the appearance of the seeds themselves, is not an example of intentional adulteration, although the seeds of certain closely related amomum species, which have also been observed in small amounts, are very possibly accidental. As a further example of unquestionably wilful adulteration may be mentioned 'anise seed,' containing up to 75 per cent. of exhausted fruits; but most surprising of all was a shipment of aspidium, the bales of which contained alternate layers of old, worthless material and fresh, newly gathered material of strictly U.S.P. quality. The exporter had, of course, taken the precaution to place some of the latter at both ends of the bales.

"The low quality of some material offered for entry is no doubt due to careless collection; instances of this type are insufficiently washed roots—sarsaparilla, dandelion, valerian; leaves containing excessive stems—buchu, sage, senna, thyme; seeds containing chaff, stems, and other foreign material—mustard, poppy, stavesacre, etc. Under this class also must be placed mouldy goods; it is hard to find shipments of arca nuts and nutmegs free from mould. African ginger is another bad offender, and the same is true of ergot and orris root. With regard to the offering of wholly spurious material, we are of the opinion that this also may be accidental, as well as intentional. Oftentimes medicinally unlike drugs have a somewhat similar appearance, and may be mistaken for the true material by an ignorant collector, a case in point being *Eupatorium glutinosum* Lamarck, which has been offered as matico. In some instances, where the appearance of the adulterant is so unlike that of the true material that no confusion could possibly arise, it would seem that the collector had found something apparently as valuable for similar purposes as the true material and offered it as such; *Macrotomia cephalotes* D.C., which has been offered as alkanet, is an example of this type. Thus it happens that spurious material which arrives may not be without value. Oftentimes, however, it is worthless, and the importer, who may perhaps have been compelled to accept a sight draft with the bill of lading, is unfortunately subjected to an unpreventable loss."

Two delegates of the Italian Government, Engineer Barberini and Dr. Catelani, have arrived in Batavia entrusted with a mission to open up direct business relations between Italy and the Dutch Indies.

Trade Report.

42 Cannon Street, E.C. 4, Oct. 9.

QUITE a revival has taken place in the chemical, drug, and produce markets as a result of the settlement of the railwaymen's strike. The announcement of the Ministry of Transport to utilise surplus Government lorries to relieve congestion on the railways and in the docks should give satisfaction. There is still reluctance on the part of buyers to contract for forward delivery, especially in regard to chemicals, as it is felt that there is still room for a decline in the prices, particularly of pharmaceutical products. In this group there has been a further reduction in mercurials following on another decline of 2*l.* per bottle in mercury. Atropine sulphate, methyl sulphonol, benzonaphthol, and phenolphthalein have been reduced. Potash bromide is still scarce and higher, and more money is asked for gallic acid, hexamine, and formaldehyde. Caffeine, codeine, and morphine are steady. Quinine is in the same unsatisfactory position, owing to Government inaction on the question of control. Crude drugs show few changes. There has been a large arrival of Matto Grosso ipecacuanha; senega, lobelia, ergot, stramonium, and good squill are scarce and wanted. Gentian is slow of sale and easier; new Belgian chamomiles, balsam Peru, and tolu are steady; stock of calumba is heavy, but is mostly poor sorts. Coca-leaves were dearer at the Amsterdam auction. Anise and mustard-seed are firm, canary is steadier, and coriander is lower. Menthol and Japanese oil of mint are considerably dearer, as the result of American buying and speculation combined. Star anise oil, which has been relatively cheap for a lengthy period, has taken a sharp upward turn. Clove oil is 1*s.* dearer; lemon, orange, and bergamot are all flat. Turpentine oil is active and dearer, and among the fixed oils castor is firm, linseed shows a slight recovery, while Chinese wood and rape oils are cheaper. Among spices, black pepper is easier and white is steady; the home trade is quiet, but export is fairly active. Pimento is fully steady, with more business. Zanzibar cloves are again dearer. Higher prices are asked for Japanese and African ginger. Cochin is unchanged, with a scarcity of good sound parcels. Singapore and Penang nutmegs are steady, but West Indian are scarce; mace is unchanged.

Higher	Firmer	Easier	Lower
Amyl acetate	Albumen (egg)	Belladonna-leaves	Atropine sulphate
Anise oil, star	Antimony (Ch. crude)	Cassia lignea	Coriander-seed
Aubepine	Camphor (Jp. slabs)	Cumin-seed	Mercurials
Chlorophyll	Hexamine	Farina (Jp.)	Methyl sulphonol
Clove oil	Lead products	Gentian	Pilocarpine
Cloves	Linseed oil	Jalap resin	Potash chlorate
Coca-leaves	Palm oil	Phenol-phthalein	Quicksilver
(Amst. auction)	Pepper	Pepper (black)	Rape oil
Formaldehyde	Pepper (white)	Pulv. seidlitz	Shellac
Gallic acid	Saffron	Soda salicyl. cryst.	Vermillion
Menthol		Soda tartarata	Wax, veget.
Mint oil (Jp.)			(Jp.)
Nux vomica			Wood oil
Opium			(Ch.)
Potash bromide			
Turpentine			

Cablegram.

NEW YORK, October 7.—Business is active. Antipyrin is lower at \$5.00 per lb. Morphine is also lower at \$8.80 per oz. for hydrochloride, and codeine sulphate is 40c. cheaper at \$8.50 per oz. in bulk. Mercury is steady at \$100 per flask. Menthol has advanced to \$9.75, and peppermint oil in tins to \$7.75. Sweet oil of birch is dearer at \$7.00. Mexican sarsaparilla has advanced to 50c. per lb., and Cartagena ipecacuanha to \$2.85 per lb.

AGAG-AGAR is steady, with spot sellers of No. 1 Kobe strip at 2*s.* 10*d.* and No. 2 Yokohama at 2*s.* 6*d.* per lb.

ALBUMEN.—Chinese egg is rather firmer, with spot sales at from 5*s.* to 5*s.* 1*d.*, afloat has been sold at 5*s.* to 5*s.* 1*d.*, and October-December shipment 5*s.* 1*d.* per lb. c.i.f. Duck for October-December shipment has been sold at 4*s.* 9*d.* per lb. c.i.f.

AMYL ACETATE.—The spot price in one direction has been raised to 3*s.* 6*d.* per lb.

ANISE is firm with business in Russian at 80*s.* per cwt. Spanish is offering at the same price c.i.f. terms.

ANISE OIL, STAR, is dearer, with spot sales of "Red Ship" at from 5*s.* 1½*d.* to 5*s.* 9*d.* per lb. and buyers.

ANTIMONY.—Chinese crude continues very scarce, and the quotation is now firmer at about 35*l.*, although a small lot was recently secured at 33*l.* Regulus is firmly held at late rates, Government metal being sold at 45*l.*, while Chinese for shipment stands with sellers at 42*l.* The American imports for the first half of this year were only 3,691 tons, against 13,603 tons and 21,233 tons respectively for the whole of the two previous years.

ARSENIC.—Amid the recent industrial disturbances, the demand was extremely restricted, and the market has had adverse fluctuations, cheap offers of imported material being reported at a discount of over 5*l.* per ton, compared with best white Cornish powder, which now ranges upward of 55*l.* to 60*l.* per ton. The quantities waiting for disposal are believed to be comparatively light, and, given an improvement in the trade demand, better terms seem likely to be realised.

ASPIRIN is quiet at from about 4*s.* 9*d.* to 5*s.*, with second-hands offering at slightly less. The American price was advanced recently, but that does not affect this market.

ATROPINE SULPHATE B.P. has been reduced by the makers by 5*s.* per oz. to 40*s.* per oz. net; the pure alkaloid is unchanged at 50*s.* per oz. net.

AUBEPINE.—An advance of 2*s.* 6*d.* per lb. is asked in one quarter, 35*s.* being wanted.

BALSAM PERU is firmer, with spot sales at from 16*s.* 6*d.* to 17*s.* per lb. net, and 17*s.* 3*d.* asked.

BALSAM TOLU is offered at from 7*s.* 3*d.* to 7*s.* 6*d.* per lb. on the spot.

BELLADONNA-LEAVES have been more freely offered of late at the easier rate of 2*s.* 3*d.* per lb., and root is about the same price.

BENZOIC ACID ex toluol remains easy at from 5*s.* to 5*s.* 6*d.* per lb. as to quantity.

BENZON.—There were no arrivals in London during September, while the deliveries were 276 packages, leaving a stock of 2,113 packages at the end of September 1919, against 1,224 packages at the end of September 1918.

BROMIDES.—The temporary scarcity of potash on the spot has led several holders to ask 4*s.* 6*d.* for crystals, after business had been done at 4*s.* to 4*s.* 3*d.* Soda is unchanged at 2*s.* 8*d.* and ammon. at 3*s.*

CAFFEINE is steady, English makers offering the pure at 30*s.* per chest and the B.P. citrate at 20*s.*

CALUMBA.—According to the London drug statistics the landings during September amounted to one bag only and the deliveries to 81 bags, leaving a stock of 2,364 bags on September 30, 1919, compared with 429 bags in 1918. The bulk of the above stock is said to be ordinary to poor quality.

CAMPHOR (REFINED) is firmer, with spot sales of Japanese 2½-lb. slabs at 15*s.* to 15*s.* 6*d.* per lb. and buyers.

CANARY-SEED is steadier at 145*s.* to 152*s.* 6*d.* per quarter for ordinary to good Morocco.

CARAWAY-SEED is quoted 57*s.* 6*d.* per cwt. on the spot for fair Dutch.

CARBOLIC ACID is firm at 9*d.* per lb. for 39° to 40° ice crystals in large bulk packing from makers, with buyers at 8½*d.*

CASCARA SAGRADA.—The landings in London during September amounted to 4 tons, and the stock at the end of September was 26 tons, compared with 22 tons in September 1918.

CASSIA LIGNEA is easier, with spot sales of whole selected at 100*s.* and sellers of broken at 90*s.* per cwt.

CHAMOMILES.—Compared with previous prices new crop Belgian are considered more reasonable, new crop, sub-

ject to approval of sample, offering at about 190s. to 195s. per cwt. for delivery this month. The railway strike has temporarily held up supplies.

CHILLIES.—Sales aggregating 1,500 bags fair Mombasa have been made in Liverpool at from 29s. to 30s. per cwt.

CHLOROPHYLL has advanced 2s. per lb., importers asking 32s.

CINCHONA.—At auction at Amsterdam on October 2, 334 packages Java Succirubra bark, weighing about 19,175 kilos. and containing the equivalent of 488 kilos. quinine sulphate offered, of which 242 cases, weighing 13,803 kilos. and containing the equivalent of about 346 kilos. quinine, sold at from 33½c. to 192½c. per half kilo. The first-hand stock at Amsterdam on September 30 was 990 packages pharmaceutical bark. At the London auction on Tuesday 46 bales Calisaya quill offered, and 81 sold at 1s. 11d. for stout broken quill; of 34 bales East Indian offered 17 sold at 2s. 1d. for bright Succirubra stem chips, 2s. for root, and 1s. 8d. for branch chips.

CLOVE OIL.—Following the advance in cloves, English distillers now ask 18s. per lb.

CLOVES are firm, with spot sales of fair Zanzibar at 2s. to 2s. 2d. per lb.

COCA-LEAVES.—At auction at Amsterdam on October 2 656 packages Java leaf offered, weighing 36,660 kilos., the total alkaloidal content being 468 kilos. The average percentage was 1.28, against 1.42 per cent. for the auction of July 17. Of the above quantity 554 packages, or 29,740 kilos., with a total alkaloidal content of 432 kilos., sold at from 82c. to 129½c. per half-kilo., the average unit being 67.96c., against 55.35c. in July last. The first-hand stock in Amsterdam on September 30 was 1,664 packages.

CODEINE is unaltered, English makers offering the pure crystals at 25s. per oz. net and the hydrochloride sulphate and phosphate salts at 21s. net on contracts of 175 oz., with reduction clause.

COD-LIVER OIL remains very firm, at prices varying from 450s. to 475s. per barrel c.i.f. for finest new medicinal Norwegian to arrive; spot holders ask 500s. per barrel, with an occasional cheaper seller. The value of non-freezing Newfoundland is about 17s. 6d. per gallon.

COLCHICUM-ROOT is offered at 4s. 3d. per lb. c.i.f. terms.

CORIANDER-SEED is lower at 22s. 6d. per cwt. for fair Morocco, and at 18s. to 19s. for old crop.

CREAM OF TARTAR is still difficult to find for prompt delivery, and prices are firm at 255s. per cwt. for 99 to 100 per cent. powder. Prices asked at primary sources are higher than those on the spot.

CRESYLIC ACID is steady at from 2s. 4d. to 2s. 5d. per gallon for 97 per cent., and dark is quoted at from 2s. 3d. to 2s. 4d. at works.

CUMIN-SEED is still quoted 50s. per cwt. for good sifted Morocco, but in face of the large arrivals a lower price would probably be accepted.

DILL-SEED is in little demand, and could be bought at about 20s. to 21s. per cwt. for East Indian.

ERGOT.—In the absence of spot supplies, quotations are nominal, while to arrive a parcel of Portuguese is offered at 14s. per lb. c.i.f.

FARINA is easier, Japanese No. 1 on spot selling at 37s. 6d. to 38s. per cwt., and buyers and October-December shipment at 36s. c.i.f. *Sweet* on spot is now 34s. and to arrive 32s. c.i.f. is quoted.

FENNEL-SEED is slow of sale, and the quotation remains round about 37s. per cwt. for East Indian.

FENUGREEK-SEED is quoted 14s. to 15s. per cwt. for good Morocco on the spot, but old crop can be bought considerably cheaper.

FORMALDEHYDE.—Few, if any, arrivals appear to have taken place lately from the United States, and in one direction the advanced rate of 150s. per cwt. in casks is asked.

GALLIC ACID is about 6d. dearer, sellers asking 6s. for the pure crystal and 5s. 6d. to arrive.

GENTIAN continues slow of sale at 45s. to 50s. per cwt. on the spot, and at 46s. c.i.f.

GLYCERIN.—English refiners' price is 130l. per ton in 56-lb. tins, and cases in 5-ton lots.

GUM ARABIC.—The London stock figures show a considerable reduction for September 1919, standing at 18,840 packages of all descriptions, compared with 42,968 packages in September 1918. The deliveries during September amounted to 5,657 packages, and the landings to 497 packages.

HEN-YOLK is quiet, China offering at 150s. per cwt., afloat at 145s., and October-December shipment at 145s. c.i.f. Dried yolk is 1s. 7½d., and sellers afloat at 1s. 6d. c.i.f. Dried whole on the spot is 2s. 9d., and liquid whole 130s. c.i.f. for September-November shipment.

HEXAMINE is firmer at 5s. 9d. per lb., and to arrive 5s. 3d. c.i.f. is quoted.

HONEY.—Sales in Liverpool include pile I. Chilian at 90s. per cent.

HYDROQUINONE remains firm, and is comparatively scarce on the spot at from 15s. 6d. to 16s.

IPECACUANHA.—An arrival of 175 bales has taken place from Monte Video to Liverpool, and 25 bags of East Indian (Johore) to London. The London stock at the end of September amounted to 129 Matto Grosso, 13 Minas, 14 Cartagena, and 62 East India, compared with 850 Matto Grosso, 3 Minas, 62 Cartagena and 90 East Indian at the end of September last year. The deliveries last month amounted to 46 Matto Grosso, 11 Minas, 3 Cartagena, and 22 East Indian, the landings being 79 Matto Grosso and 7 Cartagena. For Matto Grosso 14s. is quoted.

JALAP RESIN is easier, makers offering at 29s. and powder at 30s. 6d. per lb.

LAVENDER OIL.—Finest French is still in upward tendency at 57s. per lb. to come forward.

LEAD PRODUCTS.—There is indication of a firmer tone in most lead products, and it would not be surprising to see a fairly general revision of prices in that direction in the near future. So far lead oxide has remained stationary, but there is a steady outlet. White lead is very firm, due to the big volume of orders waiting for execution for home use and export. The position of raw material is becoming more interesting, the price having lately crept up steadily, with a large amount of trade buying, and it is pretty certain that materially higher prices will be seen in the next few months. A considerable portion of the Government stock of metal is finding its way abroad, and Germany is also a keen buyer. American parity-prices are comparatively high, and all is not well with the smelters in many parts of the world, either through labour scarcity and strike troubles, while heavy floods in Spain are now holding up operations at the mines.

LEMON OIL remains flat, and is barely mentioned, spot prices varying from 4s. 9d. to 5s. per lb., and to arrive 4s. 8d. to 4s. 9d. c.i.f. is quoted. A Sicilian advice dated September 26 states that the position has been generally unchanged, with very slight fluctuations in prices in Italian currency. The principal factor of the market, so far as export trade is concerned, therefore continues to be the foreign exchange, the gradual advance in which has made it possible to offer foreign buyers facilities in price which do not correspondingly exist in local figures in Italian currency.

LIME-JUICE and lime oil have arrived in fair-sized quantities from the West Indies. Holders are obtaining from 2s. 9d. to 3s. per gallon for good raw juice in small lots.

LIQUORICE-JUICE.—Spot holders of finest Spanish and Italian block juice ask from 275s. to 280s. per cwt. for single case lots. Cheaper-priced parcels occasionally appear on the market, and are eagerly snapped up. To arrive Italian block is offered at about 260s. per cwt.

LIQUORICE-ROOT.—Good decorticated is still very scarce on spot, while to arrive Sicilian is quoted at 200s. per cwt. c.i.f.

MENTHOL shows an advance of fully 5s. 6d. per lb. on the spot, with sales of Kobayashi-Suzuki at from 39s. 6d. to 45s. per lb. The advance appears to be due to speculation induced by the higher prices asked in Japan.

MERCURIALS.—A further reduction of 3d. per lb. has been made, mercury having fallen another 2l. per bottle. Present list prices are: Hydarg. bichlor., 6s. 4d.; chloride, 6s. 10d.; nitrate oxide, 7s. 9½d.; ditto levig.

7s. 4d.; oxide flav., 7s. 2d.; precip. alb., 7s. 5d.; sulph. alb., 6s.; ditto nig., 5s. 10½d. per lb. net.

METHYL SALICYLATE is firm and in fair inquiry at from 3s. 3d. to 3s. 6d. per lb.

METHYL SULPHONAL is offered at a reduction of about 5s. per lb., importers quoting 77s. 6d. on the spot and 70s. c.i.f. to arrive.

MINT OIL.—Japanese dementholised has advanced about 1s. per lb., with spot sales at from 8s. 3d. to 9s. 3d. per lb.

MORPHINE is unaltered, English makers quoting hydrochloride powder at 15s. and the crystals at 15s. 3d. per oz. net.

MUSTARD-SEED is firm at 90s. per cwt. for fair English.

MURRH.—The London stock at the end of September was 44 packages, compared with 160 at the end of September 1918.

NAPHTHA.—Solvent is in fair demand at 2s. 5d. per gal. in London and 2s. 3d. in the North.

NUX VOMICA.—A large business has been done, principally, for export, and the market is practically cleared of all good qualities, up to 45s. per cwt. having been paid for good Cochin.

OILS, FIXED.—*Linsced* is 2s. per cwt. dearer, up to 32s. per net naked ex mills having been paid. *Rape* is lower, at 96s. for crude and 101s. for refined. *Cotton* is nominal at 90s. for crude and 105s. for edible, net naked ex mill. Chinese *Wood* is lower by about 3s. per cwt. at 122s. per cwt. on the spot and at 114s. c.i.f. to arrive. *Castor* is firm at 104s. for medicinal, 101s. for first pressing, 99s. for seconds per cwt. net barrels, included ex works Hull. *Cochin Coconut* is 101s. c.i.f. for September-November shipment, Ceylon is 100s. c.i.f., and Japanese afloat is 94s. c.i.f. London. Home refined maximum fixed price is 110s. naked. *Lagos Palm* is firmer at 80s. and softs 80s. in Liverpool. *Soya* is 82s. afloat and September-November shipment 84s. c.i.f. in cases. Hankow in barrels is 90s. c.i.f. for September-October shipment. Refined maximum fixed price is 110s. per cwt.

OPTUM.—Cables from Smyrna report a good business, and holders are now asking an advance of about 1s. 6d. per lb.; spot sellers of Turkey druggists' ask 20s. to 21s. per lb. Persian is without business and nominal at from 45s. to 50s. per lb. A Smyrna advice dated September 19 reports that owing to heavy purchases last week and to a dearth of available stock our market early this week opened at 30 piasters per oke higher. A few cases changed hands at the higher pretensions of dealers, but buying soon stopped, owing to a sudden material drop in the exchange, and from Ps.360 per pound sterling it is now down to Ps.335 with very little demand at this low figure. Nevertheless some Continental orders had to be executed followed by speculative purchases, bringing up the sales of the week to 66 cases at 15s. to 20s. per lb. c.i.f. U.K. ports. Slightly selected druggists is now at 17s. per lb. (basis 11 per cent.). Manufacturing material is now at 16s. 6d. per lb. cases (11 per cent.). Yerli fine elastic paste is 19s. to 20s. as to quality, and common low grades from 10s. to 15s. The arrivals from the interior since last June to date amount to 650 cases against 9 at same period last year.

PARALDEHYDE is firm at from 6s. to 6s. 6d. per lb.

PEPPER has been in fair demand. *Black Singapore* is easier with spot sales at 1s., and October-December shipment at 10½d. per lb. c.i.f. d.w. Lampong for October-December shipment is quoted at 9½d. c.i.f. Tellicherry has sellers at 1s. 2½d. and Aleppy at 11½d. on the spot. *White* is firmer, with spot sales at Muntok up to 1s. 5½d. and buyers; to arrive Muntok afloat has been sold at 1s. 4½d., October-December shipment at 1s. 4½d. c.i.f. and buyers. Singapore has been sold at 1s. 5d. on the spot, and sellers of September-November shipment quote 1s. 4d. c.i.f. London.

PEPPERMINT OIL.—A limited quantity of American tin oil is offered on the spot at 41s. per lb., which indicates a somewhat easier feeling; to arrive New York has cabled a price equal to about 40s. spot.

PETROLEUM JELLY.—Spot stocks are now much smaller,

and for white soft (B.P.) from 110s. to 115s. per cwt. is asked.

PHENACETIN is quiet at from 17s. to 18s. per lb. on the spot as to quantity. Twenty cases have arrived at Hull from the U.S.A., probably for a consumer. The price in New York is about \$2.30 only, so that in the absence of licences to import consumers have to pay a highly inflated figure for spot supplies.

PHENAZONE.—Spot prices are somewhat irregular, but the outlook is firm at about 22s. 6d. for prompt supplies.

PHENOLPHTHALEIN is offered at the cheaper rate of 18s. 6d. per lb.

PILOCARPINE is lower, hydrochloride offering at 29s. and nitrate at 27s. per oz.

PIMENTO is steady, with spot sellers at 5½d. per lb.

POTASH CHLORATE is 1d. per lb. lower at 1s. per lb., and 11d. for export.

QUICKSILVER.—Towards the close of last week the leading importing interests made another reduction of 2l. per bottle in their limit to 19l. 10s., and the range of quotations was called 19l. 10s. to 20l. This action, following so soon on the previous cut of 2l. 10s., was generally regarded as evidence of more pressing competition in other directions. Offers are said to have come forward, indeed, on a larger scale from quarters where the reopening of negotiations has taken place for shipments of Italian, and also quicksilver from mines formerly exploited under Austrian control. There seems to be some doubt as to the policy to be pursued in regard to the marketing of the product from that quarter pending definite news with reference to the arrangements which are said to be made by the Italian authorities. For the time being, the demand has become quite neglected, and there seems keen competition. It is quite on the cards that further concessions will become necessary if the demand is to be stimulated.

QUININE.—The Government Order has not yet been officially withdrawn. However, the Order is out of date as no quinine can come into this country at the price at which sales are permitted under the Order. This, however, only applies to sulphate, all other salts and preparations being entirely uncontrolled. Buyers are advised to concentrate on purchasing salts other than sulphate. The market is rising particularly for export, and it is well within the bounds of possibility it may rise even more as long as the Amsterdam exchange rate on London continues to decline. We understand that the Government surplus stocks of quinine have been distributed among a few of the largest consumers. It is reported that about 20 tons have been disposed of in this manner. According to the London drug statistics there were no imports or deliveries from the warehouses in London during September. The stock at the end of September 1919 was 9,040 lb., against 13,694 lb. in September 1918.

RHUBARB.—According to the London drug statistics the landings last month were 5 and the landings 13 cases, leaving a stock of 35 cases, against 629 cases in September 1918.

SAFFRON has become more difficult to obtain from Spain, and, in view of the small stock here, holders ask 62s. 6d. per lb. net for finest Valencia. New crop is not due until about the end of November.

SAL AMMONIAC.—Makers are reported to be fully sold for the remainder of this year and for delivery over the early months of 1920; prices have been advanced by 10l. per ton. Current rates are: Firsts lump, 90l.; seconds lump, 85l. per ton delivered United Kingdom.

SALICYLATES are substantially unchanged, B.P. salicylic-acid powder offering at from 2s. 6d. to 2s. 9d. per lb. as to quantity, and sodium-salicylate powder at from 3s. 6d. to 3s. 8d., and crystals at from 3s. 8d. to 4s. as to quantity, the latter being a trifle easier.

SANDALWOOD OIL.—The Mysore distillate is quoted by the agents at 48s. per lb., with reduction clause on contracts.

SARSAPILLA.—The London stock at the end of September amounted to 979 bales, against 434 bales in September 1918, while the deliveries were 213 bales and the landings 95 bales.

SENEGA.—There is still apparent difficulty in obtaining supplies in the open market, the spot value being 8s. 9d. and possibly 9s. per lb.

SENNA.—The stock at the end of last month amounted to 5,146 bales, against 8,208 bales in September 1918; the deliveries for September were 213 bales and the landings 96 bales.

SHELLAC has been quiet, with spot sales at a decline of about 5s. per cwt., including the usual standard TN quality at 470s. and fine orange at 490s.; sellers of AC cakky quote 385s. Futures have also been quiet, sales including December at from 435s. to 445s., and TN for September-October shipment has been done at 410s. to 417s. 6d. c.i.f.

SODA TARTARATE AND PULV. SEIDLITZ.—Although no official intimation was given the English makers have reduced their prices, which seems strange in view of the hardening tendency of tartaric materials and shortage of tartrates.

SQUILL.—Good white quality on the spot is scarce, but middling to dark is fairly plentiful, the former offering in Liverpool at 65s. per cwt.

TARTARIC ACID remains firm at 3s. 3½d. per lb. for spot, which is comparatively scarce; for next year's delivery a good business has been done.

TURPENTINE has been very active on the spot and forward at rising prices, American closing at 125s. 6d. per cwt.

VANILLIN continues steady at about 67s. 6d. on the spot.

VERMILION.—Following on the reduction in mercury, the English makers have lowered their prices to 5s. 11d. to 6s. per lb. net.

WAX, VEGETABLE, is about 5s. per cwt. lower, with spot sellers of Japanese at 85s. per cwt.

Java Citronella Oil.

The Sadjatra citronella oil factory in Padalarang has been sold by M. Tjen Djin Tjong to M. C. P. Mom and W. Mooy, the former a chemist at the Bandoeng quinine factory. The price paid was 50,000 florins. The factory will be worked as a company under the title "Ethereische Oliefabriek Nardus," and it is proposed to undertake the production of several essential oils. M. F. A. Maronier, engineer in the Bandoeng quinine factory, is the director of the new company.

Mexican Vanilla.

Mr. R. Gomez, director of Gomez & Sloan, New York, who has been visiting the vanilla districts in Mexico, states that this year's harvest will not yield above 30,000 lb., compared with an output of 100,000 lb. last year. On the other hand, the quality is excellent, and he states that the price will be about \$4.50 to \$5 for good long pods, and \$3.25 to \$3.50 for short kinds. The Mexican dealers are holding stocks back in the hope of being able to demand higher prices. As vanilla plants have been found growing wild in Porto Rico Mr. McClelland advocates its cultivation.

Chemical Embargoes.

A writer in one of the "tupenny weeklies" gives the following description of his attempts to obtain a licence to bring chemicals from France to England:

"When in Paris a few weeks ago I went to the Hôtel Astoria about 5 o'clock in the afternoon, in order to try and obtain a licence to bring over certain chemicals. The Import Restrictions Department was shut, and I was informed by a gentleman I met there that if I wished to see anyone with reference to this Department I must come between 10 and 12 A.M. and 2 and 4 P.M., as otherwise I should find no one there. He further stated that people came there from all over Paris, but unless they came within the hours he had mentioned they had to go away disappointed. A licence took at least a week to obtain, as, besides the consent of the Hôtel Astoria, certificates had to be obtained from the British and French Chambers of Commerce in Paris. Now, however, we hear that on and after October 1 licences to import prohibited goods from France will be granted by the Import Restrictions Department, 22 Carlisle Place, S.W. 1, and that the Hôtel Astoria is to pass into well-deserved oblivion, at least as far as its connection with the Import Restrictions Department is concerned. It is also whispered that the delay in granting licences is to be reduced to forty-eight hours. One can only hold one's breath and hope that a consummation so devoutly to be wished may pass from the realm of expectation into that of reality. Great indeed will be Diana of the Import Restrictions Department!"

American Pharmaceutical Association.

THE SIXTY-SEVENTH ANNUAL MEETING of the American Pharmaceutical Association was held at the Hotel Pennsylvania, New York, on August 26 to 30, over 600 members and visitors attending. Mr. C. H. La Wall occupied the presidential chair, and in his address he made, among others, the following recommendations: The code of ethics should be revised, and copies distributed with each membership form applied for, as evidence of professional ideals; the committee on research should take steps towards the accomplishment each year of some investigation for publication, credit to be given to the A.Ph.A.; this committee also should co-operate with other associations planning research work, and should keep in constant touch with the portion of the field of scientific investigation which properly belongs to pharmacy. The recognition of pharmacists in the Navy and Army was again urged. Matters considered by the Council to be of sufficient importance will now be referred to an Executive Committee of the Council, consisting of ten members.

A large number of papers were entered, sixteen in the scientific section, fourteen commercial, twenty-three practical pharmacy, twelve educational, seventeen historical pharmacy, and a few in the women's section. Several sections were held concurrently. The Remington Honour Medal was awarded, for the first time, to Professor J. H. Beal (Urbana, Ill.). This medal is bestowed annually upon the person who accomplishes during the year the best work for pharmacy. Among the distinguished foreign pharmacists upon whom honorary membership was conferred are Sir William Glyn-Jones and Mr. W. Kirkby. Six hundred new members were enrolled, making in all a gross membership of 3,600.

Opposition to compulsory health insurance was recommended on the grounds of its being against the interests of the public generally, as well as of pharmacists. The Committee on Federation recommended that a committee on co-operative pharmaceutical publicity be formed which will decide whether matter furnished by members is of sufficient interest to the general public to warrant publication. This was adopted, and articles bearing on pharmacy will also be printed in the popular journals. The standards of pharmaceutical education came in for a fair amount of criticism, and the President's recommendation that, after 1923, a high-school education of four years' duration will be required as a preliminary to entrance to colleges of pharmacy, was adopted. Every man who offers himself as a candidate for election as an officer of the A.Ph.A. must have a brief description of his qualifications submitted to every member. A War Veterans' Section of the A.Ph.A. is to be formed.

Nominees for President in 1920-21 are Mr. C. H. Packard (Boston), Mr. F. W. Nitardy (New York), and Mr. L. A. Seltzer (Detroit). Election will take place by post. Mr. L. E. Sayre (Lawrence, Kans.) is the President for 1919-20. The 1920 meeting will be held in May, at Washington, so that members may also be able to attend the U.S.P. convention which is being held there the same month.

KULTUR.—The full facts of the death of Professor Buisiné, Director of the Faculty of Sciences and Institute of Chemistry at Lille, which have recently been published (certified by M. Calmette and other local savants), deserve to be widely known. Early in January 1918 he was sent, among one thousand of the most prominent people of the occupied districts, into "reprisal" camps in Germany. They were conveyed during mid-winter to Holzminden (Brunswick). Thence Professor Buisiné and his companions in misfortune travelled in the bitter cold to Vilna, where they were placed under a barbarous régime for forty days. After the first few weeks twenty in all died, including M. Buisiné. He was sixty-two, and suffered from cardiac trouble and a contracted œsophagus. His wife, who mentioned to a German doctor named Krug the state of her husband's health before he was deported, was told, "Madame, such ailments will not endanger the health of the German army."



Letters for this section should be written on one side of the paper only. The writer may adopt an assumed name for purposes of publication, but he must in all cases furnish his real name and address to the Editor.

American Potassium Bromide.

SIR,—We note your remarks in *THE CHEMIST AND DRUGGIST* of August 30 and September 6 regarding potassium bromide. The present scarcity of this chemical in England was brought about as follows: At the beginning of the year potassium hydrate and carbonate were declining in value, and as we had a large stock of potassium bromide on hand we closed down this plant for ninety days. The demand at the expiration of this time began to be sufficient to warrant starting the plant, but before we fairly got running several orders came in that were not filled promptly, and almost immediately reports of the scarcity of potassium bromide began to be made and orders came in from treble to quadruple the normal rate. Our potassium bromide plant had much more capacity than was required to take care of the normal requirements. We therefore made no effort to manufacture more than this plant would produce, but about a month ago, due to continual talk about scarcity and to the psychological increase in demand that resulted therefrom, we changed over a large plant from sodium bromide to potassium bromide, and we are very certain that at the present time our production is two or three times the consumption; but as crystals cannot readily be made in this country during the summer-time, an acute shortage of crystals has occurred which will not be remedied until the cooler weather.—Yours very truly,

THE DOW CHEMICAL COMPANY.

Midland, Michigan, September 19.

Remuneration for Services.

SIR,—Although I was unable to be present at the opening of the School of Pharmacy, as an old Square student I read Mr. Woolcock's opening address with much interest. But, although he dwelt eloquently on the services which the pharmacists had rendered to the State, especially in connection with the establishment of the Insurance Act on a firm basis, I fail to find in his remarks any hint that the State appreciates their services at all in this connection, or any hope of better remuneration in the future. In fact, he refers to retail pharmacists as doomed. Is this the official attitude towards us? When we read during this time of industrial unrest the appeals for a life for the worker that is worth living, it makes the panel pharmacist, who is the servant of the very men who are at present striking for these ideals, smile at the bitter irony of the situation. The pharmacist has no eight-hour day, no sick pay, no uniform, no overtime, and no pension, and is at the beck and call of his employers, the public, at any hour of the day or night. On Friday morning I read in the daily paper the table of wages issued by the Government to the railwaymen, and, on turning to the *C. & D.*, the first thing that caught my eye in the Coloured Supplement was an advertisement for a qualified pharmacist at 150*l.* a year, or 2*l.* 17*s.* 8*d.* a week—that is just 2*s.* 8*d.* more than the present guaranteed wage of a London porter, the lowest and least skilled grade of any railway worker. For goodness' sake let us follow Mr. Lloyd George's advice and be more audacious in our post-war demands.

Yours faithfully,

NON-STRIKER. (6/19.)

Hospital Dispensers' Pay.

SIR,—Cannot something be done to better the position of hospital pharmacists, who are paid at rates which do not provide a living wage? An advertisement appeared in last week's *C. & D.* Supplement asking for a qualified

man at the rate of 150*l.* per annum for Guy's Hospital. This post offers no war bonus, no meals, and not even a smock to protect one's clothes. How can any married man, or even any single man, live decently on such a wage? It may be all right for girls out for pin-money—and judging by the number of women employed, both in public institutions and retail pharmacies, what is to become of the qualified man who is out working for an honest living? With the present short hours in the retail a hospital pharmacist cannot add very much to his salary by evening work, and in the case of a man who has been doing hospital work for a number of years there is a very remote chance of even getting into the retail as assistant. Surely those responsible for offering such wages as these should be made acquainted with the fact that it is not a living wage. The time has come when pharmacists should do all in their power to get a better status, and the sooner we have our Union to back up our demands the better it will be for all of us.

Yours faithfully,

A. A. MAITLAND.

16 Waverley House Mansions,
Kenton Street, London, W.C. 1.

Pay of Civilian Dispensers.

SIR,—In Army Order No. 325, dated September 13, 1919, the rate of pay for all ranks is revised, and among them are chemists, dispensers, and pharmacists. The civilians are excluded, but I think a person who has qualified under the above headings must be admitted to be a better educated, more efficient, and better equipped as a dispenser than one having the Army qualification; therefore, why should the civilian dispensers be unmentioned? Certainly from no fault of their own they were rejected from the Army, or for various reasons were not enlisted, but they came forward at the Government's request in an emergency to help and set a younger man at liberty. I think this is a position which someone should try to remedy. Isolated effort would be useless. I believe a dispenser ranks as a sergeant, and the pay is 9*s.* per day. When one comes to Q.M.S. duties, the pay is 11*s.* per day.—I am, etc.,

ESPRIT DE CORPS. (43/43.)

Relief Managers.

SIR,—We all know the phrase, "Doctor orders 'two days in bed.'" A customer hands over a script, "Doctor says I must get home at once and stay in bed for a couple of days. Nothing wrong, you know. A bit over-worked." And perhaps the chemist himself feels just the same, but he has no one to take his place. To a great extent multiple shops have, due to the Proprietary Articles Trade Association and other causes, had to abandon price competition. There is, however, one way in which multiple shops under good organisation possess a strong form of competitive advantage—that is by always having reserve men available. They are thus able in case of absence of responsible men, through illness or other cause, to maintain staff efficiency in each one of their shops. This is a thing which local associations might consider and provide for to the benefit and financial gain of their members. Would it not be sound business for every local association to secure one or more (according to its membership) relief managers, men of experience and responsibility, whose services would, through the secretary of the association, be available for immediate service?

Yours truly,

Birkenhead.

CHAS. E. DODSLEY.

Subscribers' Symposium.

For interchange of opinion among "C. & D." readers, and brief notes on business and practical topics, especially new ideas.

Lime Cream with Mineral Oil.

I have found that coconut oil mixed with heavy paraffin oil enables the latter to be carried in an emulsion. The only drawback is that in cold weather the cream is apt to "lump" a bit. It has the advantage of being inexpensive.—W. T. G. (46/26).

Legal Queries.

D. C. B. (35/38).—Chloroform and all preparations containing more than 20 per cent. of it are scheduled poisons, and may only be sold legally by registered chemists.

Agnosticus (23/9).—If your remuneration (salary and bonus) comes to more than 250*l.* per annum you are not required to insure your health under the National Insurance Acts.

Nemo (43/67).—The reference number on the Corn Extremator label converts it into a "known, admitted, and approved" remedy, which may be sold unstamped by a registered chemist.

Zinc (97/19).—You will require to register under the Registration of Business Names Act in a case in which you are using the name of the former owner of the business. You can obtain the necessary forms at a Post Office.

F. M. (44/4).—The Cocaine and Opium Regulation refers to the sale of raw, powdered, and granulated opium, as such. Preparations containing opium are not included in the Regulation, but the sale is regulated by the Pharmacy Act. Opium *per se* cannot apparently be dispensed for the public, but must be mixed with some other ingredient.

C. C. (44/7).—(1) We consider that the title under which the "known, admitted, and approved" remedy is registered is the one under which it should be sold. (2) The disclosure, either by reference to the published formula or by giving the formula itself, requires to be made on the label of the medicine, but need not be given in advertisements of the preparation.

Dilly (229/2).—(1) Particulars as to the method of registering a trade-mark were given in *The Chemist and Druggist* Diary, 1917, p. 220, or you can obtain a pamphlet giving the necessary instructions on application to the Comptroller of Trade Marks, Patent Office, Southampton Buildings, London, W.C. (2) There is no restriction on the use of "pharmacy" by unregistered persons.

B. V. (24/60).—(1) The pastille label does not incur liability to stamp-duty for the lozenges to which it is attached. (2) The smelling-bottle is not liable to duty because no proprietary rights are claimed. The reason is that in this case, as in asthma powders, the medicine is not "applied or used externally or internally," which is necessary before it becomes liable to the charge of duty.

S. & Co. (228/8).—(1) As an entire drug you, as a chemist, can sell the influenza tablets free of stamp-duty, even if proprietary rights are claimed. (2) The pectoral pastilles are not liable to stamp-duty if the disclosure on the label is correct, and if no proprietary rights are claimed in the title. (3) The pyorrhoea lotion is liable to stamp-duty on account of the registered title and the proprietary rights claim in the name "Martin." (4) RHEUMATISM TABLETS.—The answer given above (1) applies to these also.

S. D. (102/24) asks whether it is permissible to increase the rate of interest secured by a mortgage upon business premises, and, if so, what length of notice requiring payment of the higher rate of interest must be given. Is the mortgagee entitled to call in the mortgage? [As the premises are not a "dwelling-house" the restrictions upon increasing the rate of mortgage interest imposed by the increase of Rent and Mortgage Interest (Restrictions) Acts do not apply, and, subject to the terms of the mortgage, the mortgagee can call upon the mortgagor to pay a higher rate of interest. The time which must elapse before the increased rate of interest can be made operative depends upon the terms of the mortgage, and "S. D." should consult a solicitor with regard to the matter. A mortgagee must obtain the sanction of the Court before he can foreclose or otherwise enforce repayment of the mortgage money, if the mortgage was executed before the war.]

Miscellaneous Inquiries.

D. C. B.—(1) The chapter on skin-creams in "Pharmaceutical Formulas" is the most complete account of the manufacture of these preparations that has been published.

G. W. (37/38).—TWADDELL'S HYDROMETER.—The equivalents of the readings of Twaddell's & Beaumé's hydrometers in specific gravities are given in full in Woolley's "Scientists' Reference Book and Diary."

Dexter (38/49).—CALF-MEAL.—The following formulas for calf-meal as a substitute for milk are recommended by the Board of Agriculture:

I.		II.	
Oatmeal	... 8 parts	Linseed-cake meal	2 parts
Ground linseed	... 1 part	Oatmeal	... 2 parts
Scald 2½ lb. overnight with 5 pints of boiling water, boil for ten minutes next morning, and add 5 pints of separated milk with—		Ground linseed	... 1 part
Salt	... ¼ oz.	Mix 3 lb. with 5 quarts of boiling water overnight, and boil for ten minutes next morning; serve with salt and sugar as No. I.	
Sugar	... 2 oz.	III.	
		Linseed-cake meal	14 parts
		Ground linseed	... 5 parts
		Wheat flour	... 2 parts
		Locust-bean meal	2 parts
		Mix 3 lb. with 5 quarts of boiling water and a sprinkle of salt.	

J. T. W. (40/55).—APPRENTICES' REMUNERATION.—You will obtain an idea of the wages considered suitable at the present time by referring to the Irish wage-scale (*C. & D.*, August 23, p. 47) and the Luton apprenticeship conditions (*C. & D.*, August 16, p. 66). The Luton chemists state that they were not consulted in regard to the last-named conditions.

H. J. (41/8).—The spirit used in spirit-levels is industrial methylated spirit coloured with eosin.

W. B. W. M. (26/59).—(1) SHEEP'S WOOL COLOUR.—The basis is yellow ochre, which can be rendered lighter in colour by mixing with whiting. (2) BLACKWATER FEVER.—The routine treatment is to give sodium bicarbonate 10 gr. with liq. hydrarg. perchlor. 5ss. every two hours for the first twenty-four hours, and then every three hours until the urine clears. At the same time some practitioners administer sodium methyl-arsenate, but as a rule it is the symptoms that need special attention. The vomiting is treated by the subcutaneous injection of ½ gr. of morphine or by placing mustard poultices on the stomach; heart-failure needs the administration of hypodermic injection of strychnine and digitalis; lumbar pain is best counteracted by hot fomentations, and diuresis promoted by potassium citrate in large doses every six hours. For twenty-four hours the patient receives nothing *per os* but barley-water, as much liquid being administered as the patient requires. Nutrient enemata may be administered.

W. M. J. (46/28).—POPULAR LECTURES ON CHEMISTRY.—We published some years ago a syllabus of some popular lectures on chemistry, but we think your customer should obtain Martin's "Triumphs and Wonders of Modern Chemistry" and "Modern Chemistry and its Wonders" (published by Low, Marston at 7s. 6*d.* each), and select from these particular subjects for the lecture.

Retrospect of Fifty Years Ago.

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Manchester Chemists' and Druggists' Association.

The First Annual General Meeting was held in the Memorial Hall, Albert Square, on October 6, Mr. W. S. Brown, Vice-President, in the chair. The Hon. Secretary, Mr. Bengor, read the annual report of the Council, and the Treasurer, Mr. G. S. Woolley, presented his statement of accounts, as follows: In presenting this, their first annual report, your Council have to congratulate you on the success which has attended the early days of the Manchester Chemists' and Druggists' Association, not only on the numerical strength which it has attained, but also on the importance of the educational scheme which it has been instrumental in organising. By the hearty co-operation of the Principal and Trustees of Owen's College a pharmaceutical course has been established in connection with that institution, which cannot fail to be a great boon to the rising generation of chemists and druggists in this district. It will consist of courses of lectures on the subjects required by the examiners under the Pharmacy Act—viz., chemistry, by Professor Roscoe, F.R.S.; botany, by Professor Williamson, F.R.S.; materia medica, by A. Somers, Esq., Lecturer at the Royal School of Medicine; two Latin classes, conducted by Professors Symonds and Wilkins; and a practical laboratory class, under the direction of Professor Roscoe and Mr. Schorlemmer, F.C.S.



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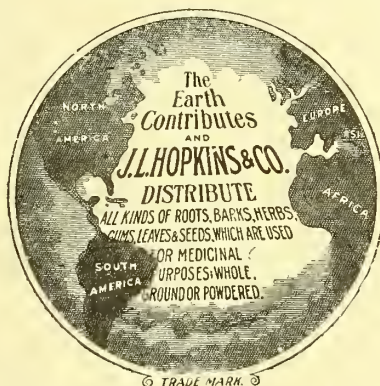
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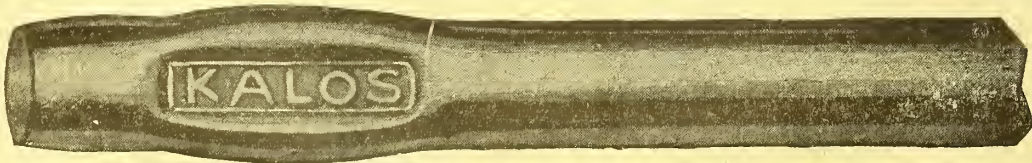
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LONDON, S.E. 1**

BRITISH Saccharin Tablets

Full Strength, 0.3 gr., 550, Saccharin in each.

	100's	200's	500's	Per lb.
Card Boxes	10/6	21/-	52/-	60/-

Aspirin Tablets, gr. v, per 1000, 6/-; per lb., 8/-; in card boxes—25's, 3/9; 50's, 7/-; 100's, bottles, 14/- doz.

Cascara Tablets, gr. ii, pearl-coated, per 1000, 5/-; in card boxes—25's, 2/-; 50's, 3/9; 100's, 6/9 per doz.

Formalin Tablets, contains ½-gr. Paraformaldehyde, per lb., 3/6; in amber screw-cap bottles, 50's, 7/6 per doz.

Bismuthated Magnesia Tablets, per lb., 3/6; in amber screw-cap bottles, 50's, 7/6 per doz.

Pine Tablets, 2/6 per lb.

Sulphur Tablets with Cream of Tartar, 2/- per lb.

Boat-shape Feeding Bottles, each in box, complete with transparent teat and valve, 7/6 per doz.

Paper, Double Demy, 22½ × 35, 24/- per ream.

.. Nature Brown Cap, 18 × 28, 7/- per ream.

Aspirin	P.B. 7 6 lb.	Ol. Olivae Cream Sublime	22/- gal.
Acid Tartaric		Paraff. Liq.	P.B. 16/- ..
Pulv. or Xtal.	P.B. 3/9 ..	Sodii Salicyl.	P.B. 4/- ..
Cream of Tartar 99%	P.B. 2/6 ..	Camomile Flowers	2/6 lb.
Acid Citric	P.B. 5/- ..	Senna Pods or Leaves	£d. ..
Magnes. Carb. Pond	P.B. 1/3 ..	Stick Juice 2 oz. s'icks pure	5/6 ..
.. Levis P.B.	1/- ..	French Chalk Pulv.	5d. & 4d. ..
Naphthaline Marbles	9d. ..		

£3 value Carriage Paid. Cash with order.

C. W. HARPER,
254 Stockport Road, Manchester.

Compressed Tablets, Fine & Heavy Chemicals, Druggists' Sundries,
1: Glass Bottles.

CARAMEL COLOURING

(Sacch. Ust.)

For ALL PURPOSES.

**PERFECT PURITY.
Highest Colour Value.**

IMMEDIATE DELIVERY to Manufacturers and Wholesale buyers only.

E. J. HAY & Co., Ltd.

THE Caramel Specialists,

Essex Wharf, Limehouse, LONDON, E. 14.

AND

104 Sackville Street, MANCHESTER.

NOTA BENE

In consequence of numerous complaints of the delays in getting special orders for our goods executed, causing much annoyance to both the retailers and their clients, we have decided to send, *carriage free*, all orders amounting to five shillings *net* and upwards.

Our 1/- Tinctures and Pilules are now

4/6 per dozen

less 10 per cent monthly account.

AND WE HAVE ALSO

1/6 size (double the 1/-) at 9/- per dozen, and

2/6 „ („ „ 1/6 „ 18/- „ „

less 10 per cent. as above.

These latter are now much in demand, and in the commonest medicines much appreciated by clients.

All orders sent direct to us will receive our prompt and careful attention, and in every case, where possible, the goods will be sent by return of post. Send us a trial order.

LEATH & ROSS, *Homœopathic Chemists,*

295 High Road, Brondesbury, London, N.W. 6.

FOR THE WINTER STOCK

PLACE ORDERS NOW.

Sphagnol

OINTMENTS and SOAPS

*Samples and full
particulars will be
sent by return
to every Chemist.*

THE LIBERAL TERMS WE OFFER

have already been taken advantage of by many Chemists. SPHAGNOL is well advertised in the Medical Press, and we can send users of SPHAGNOL to you.

SPHAGNOL SOAPS and OINTMENT are in greater demand to-day than ever before. Doctors are prescribing them and Nurses use them in the treatment of ECZEMA, PSORIASIS, Hæmorrhoids, Pruritus, Insect Bites, Burns, and all forms of SKIN IRRITATION.

LAST WINTER, CHILBLAINS were experienced very EARLY. SPHAGNOL proved most efficacious in the treatment of them.

PEAT PRODUCTS (SPHAGNOL) LTD. 19 QUEENHITHE, UPPER THAMES ST., London, E.C.4

D.D.D.

Prescription

FOR ALL SKIN & SCALP DISEASES

A well-advertised, high-grade preparation, enjoying a steadily increasing sale. On the P.A.T.A. protected list, giving the retailer a profit of about 25%.

TRADE PRICES.

D.D.D. Prescription 2/9 bottle, M.R.P. Face Value,	per doz.	@ 25/6
" " 5/- " " " "	"	47/-
In two strengths—Ordinary and Strong.		
D.D.D. Soap ... 1/- tab. M.R.P. Face Value,	per doz.	@ 8/3
" Shaving Soap ... 1/6 stick " "	"	13/6
" Vanishing Cream 2/6 jar " "	"	22/6
" Shampoo Powders 2/6 box " "	"	22/6

Carriage paid to any part of the United Kingdom.

Showcards, &c. Supplied Free.

D.D.D. Co., Ltd.
3, 5, 7 Fleet Lane, Ludgate Circus, London, E.C.4

KO-TAL-KO

IS ASKED FOR EVERY DAY
BY YOUR CUSTOMERS

Stock "KO-TAL-KO" because

You cannot offer or sell a more effective hair restorer and maintainer—one more natural in its principles and certain in its effects.

Your regular customers will want it from you, and if they do not obtain it at your store will be tempted to go elsewhere.

You will never have your stock of "KO-TAL-KO" tying up your capital uselessly—on the other hand, your repeat orders quickly follow.

My trade terms will suit you, for they allow you to make your proper and deserved profit, and you are working on sound business all the time.

NOTE TRADE TERMS (P.A.T.A.)—

5/- size	...	...	48/- per dozen.
12/6 "	...	...	112/6 "

J. HART BRITTAIN, Ltd.

(Dept. C.D. 1.)

2 PERCY ST., LONDON, W.1

KO-TAL-KO

SELL THE BEST.

...

Meet the demand with
"L" BRAND, and give
your customers satisfac-
tion.

"L" BRAND LYSOL
has a small green label on
the back of the wrapper
and is thus easily recog-
nised.

"L" BRAND LYSOL
is safe to recommend to
your customers as the
best all-round antiseptic
for personal & household
use.

"L" BRAND should be
specified on your orders.
Supplied direct or through
wholesalers.



WHY NOT A WINDOW SHOW? We will send
you plenty of ad. matter if you send us a postcard.

LYSOL, LTD.

STRATFORD, LONDON, E.15.

BISHOP'S PIPERAZINE CITRATE

A REMEDY OF ESTABLISHED AND DEFINITE VALUE

IN GOUT, LUMBAGO, SCIATICA, NEURITIS, GRAVEL, STONE,
AND ALL MANIFESTATIONS OF THE URIC ACID DIATHESIS.

Prescribed by the British Medical Profession for 20 years.

The undoubted superiority of Bishop's Piperazine Citrate, and preparations containing it, is due to the stability of the salt, Piperazine Citrate, which, being non-volatile and non-hygroscopic, undergoes no change upon exposure to heat or moisture, and thus lends itself to all manufacturing and dispensing processes.

Piperazine base, on the contrary, is so volatile and hygroscopic that it cannot be manufactured or dispensed with any degree of accuracy. Hence the unreliability of all Piperazine preparations that are not made with Bishop's Piperazine Citrate.

**PIPERAZINE CITRATE
IS MADE ONLY BY
ALFRED BISHOP, LTD.**

Bishop's Piperazine Citrate is the most powerful uric acid solvent known. It neutralises twelve times as much uric acid as any other alkaline solvent, and the resulting Piperazine urate is eight times as soluble as any other urate.

Bishop's Piperazine Citrate is non-irritant and non-toxic. It does not derange the digestive functions and is easily borne by even sensitive stomachs.

Bishop's Piperazine Citrate is supplied in crystalline powder for dispensing, and also in the

Granular Effervescent form and Varalettes. The value and reliability of these preparations have been established by abundant clinical experience.

WE CAN, HOWEVER, SUPPLY PIPERAZINE BASE IN LARGE OR SMALL QUANTITIES, FOR MANUFACTURERS WHOSE PROCESSES CALL FOR IT.

Prices and Particulars on application to—

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MANUFACTURING
CHEMISTS,

48 SPELMAN STREET, LONDON, E. 1.

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(NEWCASTLE-ON-TYNE) LTD.

HONEY **MOLASSES** **SYRUP**

DOUBLE N BRAND GUARANTEE OF PURITY.
PYRAMID, NEWCASTLE-ON-TYNE.
Telephone: Central 1334 (2 lines).

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WHOLESALE TRADE ONLY.

Established 1900.

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Terrington St. John, WISBECH

For **GREEN EXTRACTS** and **DRIED HERBS**
of **BELLADONNA, HENBANE, &c.**

ÉTABLISSEMENTS CHATELAIN,

2 & 2 bis RUE DE VALENCIENNES, PARIS.

Sole Manufacturers of

JUBOL**RE-EDUCATION OF THE
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Indigestion, Skin Blemishes, &c.

Price 5/- per box.

GLOBÉOL**POWERFUL BLOOD TONIC.**Anæmia, Nervous Exhaustion, General
Debility, Tuberculosis Convalescence,
etc.

Price 5/- per bottle.

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ANTISEPTIC.**Cystitis, Prostatitis, Catarrh of the
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Price 5/- and 11/- per box.

JUBOLITOIRES**SCIENTIFIC SUPPOSITORIES**For Hæmorrhoids, Rectitis, Anal Fistula, etc.
Anti-hæmorrhagic, Sedative, De-congesting.

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URODONAL**POWERFUL URIC ACID
SOLVENT.**Rheumatism, Gout, Arterio-sclerosis,
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all Uric Acid disorders.

Price 5/- and 12/- per bottle.

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Acne, etc.

Price 11/- per bottle.

SINUBÉRASE**SCIENTIFIC PREPARATION OF
LACTIC FERMENTS.**Indicated in Intestinal Disorders,
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Price 5/- per bottle.

FANDORINEMetrorrhagia, Dysmenorrhœa and Lactation,
Pains, etc. etc.

Price 5/- and 11/- per bottle.

GYRALDOSE.

Antiseptic for local Gynecological use.

Price 4/- per box (powder)
.. 5/- .. (tablets)**FILUDINE****SPECIFIC FOR THE LIVER.**Malaria, Diabetes, Cirrhosis, Sluggish
Liver, Tuberculosis, etc.

Price 11/- per bottle.

*Heppells***BRITISH AND COLONIAL AGENTS—
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Telegrams: "URODONAL LONDON."

Telephone: Regent 192.

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Stocked by all Wholesalers.

Now being largely advertised.

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A HEALING CREAM

Ample Stocks always on hand.

P.A.T.A. PRICES.

1/3 size ... 11/6 per dozen.

2/6 " ... 23/-

Less 5% on 6 doz. orders.

SPECIAL TERMS for WINDOW
AND COUNTER DISPLAYS.

Over 10 million pots sold last year.

The MENTHOLATUM CO.

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TO PLEASE YOUR
CUSTOMERS, STOCK**Overton's
Foot-Balm**A REAL Foot Remedy
with a big Profit.**R. H. ALLEN & CO.**Manufacturing Chemists,
122/124 Wells Road, Sydenham,
LONDON, S.E. 26.**THE CONQUEROR OF PAIN!**

JABEZ WOLFFE'S

Channel EmbrocationThe finest preparation for Rheumatism,
Sciatica, Neuritis, Muscular Stiffness,
Sprains, Cramp, Stings and Bites.
Should be stocked by every Chemist.

Prices: 1/3, 3/-, 5/- per bottle.

Trade terms: 25% & carriage paid on orders of £3 & upwards.

**The Laboratory, 12 Hampton St.,
BRIGHTON SUSSEX ENGLAND.**

Agents required for certain areas.

LIQUID BARKOLA COMPOUND**Wholesale 26/- per doz.,
less 10 & 5%. Retail 2/9 each.**Each bottle (1 oz.) carries instructions to the chemist
to make up to the following Standard Formula—Liq. Barkola Comp., 1 oz.; Tincture of
Gentian, 1 oz.; Syrup of Rhubarb, 1 oz.;
Syrup of Ginger, 5 oz.

Chemists charge according to their own scale for dispensing

**THE BARKOLA CO., LTD.,
42 Great Dover St., LONDON, S.E. 1.**

Proprietors of Barkola Alvexo, Barkola Balm, &c. &c.

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Tiny Tonic Tablets

Are now supplied in ALUMINIUM BOXES
(as formerly) also in Glass Bottles (retail at 5/-).
We shall be glad to exchange any stock packed
in war-time Cardboard Boxes. Postage free.

The Iron-Ox Remedy Co., Ltd.,
10 LINCOLN'S INN FIELDS, LONDON, W.C. 2.

BEECHAM'S PILLS

WHOLESALE PRICES.

Beecham's Pills :

1s. 3d. size	...	...	...	...	10s. 6d. per doz. net.
3s. 0d. "	...	...	...	...	26s. 6d. " "
5s. 0d. new size	...	...	...	...	50s. 0d. " "
(contains double the quantity of 3/- box.)					

Beecham's Cough Pills:

1s. 3d. size	...	...	...	...	10s. 6d. " "
3s. 0d. "	...	...	...	...	26s. 6d. " "

Orders : Minimum quantity £5 value—approximately. | Packages FREE. Carriage PAID.

These Prices are the lowest no matter what quantity is ordered.

TERMS: CASH WITH ORDER.

Cheques to be made payable to **THOMAS BEECHAM**, and crossed "Parr's Bank, Ltd., St. Helens."

STOVAIN

**THE LEAST TOXIC OF LOCAL ANÆSTHETICS
USED IN THE SAME WAY AND AS EFFICACIOUS AS COCAINE**

Does not create a habit and does not give rise to headaches,
nausea, vertigo or syncope. :: :: *Literature on demand.*

NO HOME OFFICE LICENSE REQUIRED

Cheaper than Novocain and Benzocain and obtainable promptly
in practically unlimited quantities from the manufacturers:

LES ETABLISSEMENTS POULENC FRÈRES
— 92, RUE VIEILLE DU TEMPLE, PARIS. —

Grasshopper OINTMENT AND PILLS

Protected at Face Value by P.A.T.A.

These remedies have been before the public for upwards of fifty years, and ARE STOCKED by all the leading WHOLESALE HOUSES throughout England and the Colonies.

During the last three years our expenditure in ADVERTISING has been TREBLED.

Our turnover has also TREBLED, and MAIL ORDERS have multiplied TENFOLD.

MAIL ORDERS we do not desire, they entail additional labour without extra profit, and indicate that our goods are not stocked by the RETAIL CHEMIST, sales thus being undoubtedly lost.

To obviate this, if YOU WILL stock our goods WE WILL indemnify you AGAINST LOSS by accepting returns direct at our warehouse and PAYING for same by return post at invoice price PLUS cost of postage or carriage.

ALBERT & CO. 73 Farringdon Street, LONDON, E.C. 4

Never be without



On the P.A.T.A.

The genuine remedy for
ECZEMA, CUTS, BRUISES, SORES, BURNS,
PILES, PIMPLES, BAD LEGS, SORES on
HEAD, CHAPPED HANDS and ALL SKIN
TROUBLES.

Liberal Terms to the Trade.

Apply to your Wholesaler or to

The "ZI-ZI" CO., Newmarket.

Advertising matter free on request.

RAPIDLY INCREASING DEMAND FOR



"ODDS ON" OILS

Liniment for RHEUMATISM, SCIATICA, SPRAINS, &c:

WIDELY ADVERTISED. Retail Prices: 1/3, 3/- & 8/- bottles

Obtainable from all Distributing Chemists or direct.

The "ODDS ON" SPECIFICS CO., LD., 36-37 Cock Lane, LONDON, E.C.

WE SOLICIT YOUR ENQUIRIES FOR:—

OLIVE OILS, finest cream edible B.P.
SALAD OILS
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TURPENTINE, American Spirits and Substitutes
CASTOR OILS, all grades
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WHITE OILS, Slab and Commercial
LUBRICATING OILS of all descriptions

JAMES ARNOTT & SONS, Ltd., Newcastle-on-Tyne and Cardiff.

Registered Offices: 47 PILGRIM STREET, NEWCASTLE-ON-TYNE.

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WHITE OILS

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LIMITED,
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RUBY
YELLOW
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BRILLIANTINE
OILS

Any Quantity—from Stock.
Wholesale Only.

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1 and 2 Staniforth Place, HULL.
Telephone—Hull Central 4054Y (Trunk only).

SILVER CREST LANOLINE

(ANHYDROUS)

In Barrels, Kegs or Drums.

Actual Manufacturers and Refiners

**The HILLCREST OIL CO.
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CLAYTON . . . MANCHESTER

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Castor Oils, *Medicinal,
Lubricating.*

Colza Oils, *Best Pure,
Prepared.*

Linseed Oils,

*Best Raw,
Double Boiled,
Refined.*

PURE CASTOR OILS

Turpentine,
Best Pure Spirits.

Substitutes,
Best Grades.

Samples and Prices on Application.

**14-20 St. Mary Axe
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Telegrams—"Tallowdom London."

Tel. No.—Avenue 3820.

Kay's Compound Essence of Linseed,
"LINSEED COMPOUND"
(Regd. Trade Mark).
For **COUGHS and COLDS.**
On the P.A.T.A. List.

"KAY'S TIC PILLS."
"MOUNTAIN FLAX PILLS"
Linum Catharticum (Regd. Trade Mark).

"COAGULINE" & "TENASITINE"
CEMENTS.

"ORBITE"
Banding Material for Fruit Trees.

**BIRDLIMES, RATLIMES, and
FLYGUMS.**

Sole Makers :—

**KAY BROTHERS LTD.,
STOCKPORT.**

"RAYOLENE" BLACK JAPAN

The ideal preparation for Cycles, Fire Ranges, Mail
Carts, Gas Stoves, etc. Free from methylated spirit.

	9d. tins	½-pints	pints
RETAIL PRICES	9d.	1/6	2/9
WHOLESALE ...	6/6	12/6	24/- per doz.

(See Special Offer below.)

"RAYOLENE" OIL VARNISH STAINS

Entirely replaces methylated spirit preparations.
Dries hard in about eight hours with a lustrous and
durable gloss. Made in Oak, Walnut and Mahogany.

	9d. tins	½-pints	pints
RETAIL PRICES	9d.	1/6	2/9
WHOLESALE ...	6/6	12/6	24/- per doz.

SPECIAL OFFER.—One box, containing 8 doz.
9d. tins (or 4 doz. 9d. and 2 doz. 1/6 tins), your
selection, carriage paid, box free, for 48/- net; 3-box
lots, less 5 % discount. Write for complete Price List.

TEXALO MANUFACTURING CO.

*Paint & Varnish Manufacturers,
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All Petroleum Products

TECHNICAL AND MEDICINAL
WHITE OILS

PETROLEUM JELLIES,
WHITE, YELLOW, DARK

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NEUTRAL OILS,
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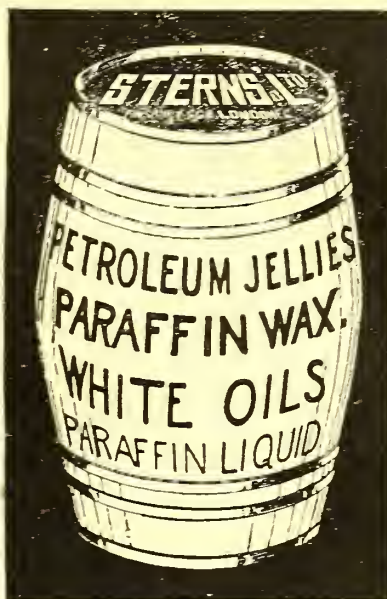
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(Four Lines.)

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GUMS. WAXES. DEXTRINE.

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METHYLATED SPIRIT

OILS AND CHEMICALS.

Buy from one of the Oldest Houses in the Trade.

Write for Prices. **ESTABLISHED 1794.**

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THE MOST ECONOMICAL INFANTS' FOOD.

TRADE MARK "FRAME FOOD"

ON P.A.T.A. LIST. SHOWCARDS FREE.

FRAME FOOD CO., Standen Road, Southfields, London.

LIQ. SANTAL FLAV.
c. BUCHU et CUBEBA

(Hewlett's)

Packed for dispensing only, in 10, 22, 40 & 90 oz. bottles.

"Experience has shown this preparation to possess the same efficacy as Santal Oil itself. It mixes clear with water, and has a taste by no means disagreeable."

The Practitioner.



VIROPHOS

Of proved utility in Nervous Diseases, and a powerful Restorative for the Digestive Organs and Nervous System.

A Valuable Tonic Food for Children.

"It is of high nutritive value enhanced by the presence of assimilable phosphates."—*The Lancet.*

WHOLESALE PRICES.

No. 1.	1½ oz. Tin ..	9/- per doz.
" 2.	3½ " " ..	14/6 "
" 3.	6½ " " ..	24/- "
" 4.	12 " " ..	42/- "

MIST. PEPSINÆ CO.

c. BISMUTHO

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Packed for dispensing only, in 10, 22, 40 and 90 oz. bottles.

"Obviously likely to be of much advantage in the frequent cases of irritative dyspepsia, with atony of gastric or intestinal muscular layers."

British Medical Journal.



Introduced and Prepared only by C. J. HEWLETT & SON, Ltd., Wholesale Druggists, 35-42 Charlotte St., London, E.C. 2.

LOFTHOUSE & SALTMER, Ltd.

Wholesale and Export Drug Merchants,
Manufacturing Chemists

HULL.

INVITE the Trade to take up the following valuable P.A.T.A. Protected Lines, bearing a large Protected Retail Profit, which sell freely and are well known and valued by the Public in many parts of the country.

P.A.T.A.	Protected Retail Price.	Dozen Net.
* LOSALL'S SALT (well advertised), tins	10d.	7/-
* " " " " " "	1/7	13/6
* " " " " " bottles in cartons	2/-	18/-

** Losall's Salt sells so well, surely it must pay Pharmacists to stock such a big profit-bearing protected line.*

LOSALL'S COMPOUND SULPHUR SOAP.

	Box.	Doz.
A valuable emollient medicated skin soap, especially suitable for use in Eczema. 3 Tablets in a box at 9d. each tablet.	2/3	21/-

CHELTINE MILK & MALTED FOODS

- No. 1. from birth to five months.
- No. 2. from five months onwards.
- No. 3. for Invalids, Dyspeptics, the aged, and those with enfeebled digestions.

Experience is proving, and medical men are testifying to the value of these perfect Foods.

Terms and full particulars from

THE CHELTINE FOODS CO., CHELTENHAM.

COLONIAL ICE CREAM POWDER

131/- cwt. F.O.R.

Custard	Powders {	in large 1½d. Packets. 12 - per Gross. (c.w.o.)
Egg		
Baking		

From :
Geo. J. Taylor & Co., Ltd., Manufacturing Druggists,
384 London Road, SHIFFIELD.

Vinum Xericum

BUTTS.	HOGSHEADS.	QR. CASKS.
108 galls.	54 galls.	27 galls.

STRENGTH 17°

James V. Oldham

19 St. Dunstan's Hill, London, E.C. 3.

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"Accumulative Sales & 50% Profits"

for the Chemist

THERE are some articles the sale of which produces "Accumulative Sales and Profit."

There is a vast difference in the profit potentialities of various lines. Take, for instance, a truss. The sale of such an article does not produce the Accumulative Sales and Profit of a line like SANAGEN.

One sale of SANAGEN leads to others. That is why some Chemists are finding SANAGEN such a good line, for the double reason—

- (1)—The value of and increasing demand for SANAGEN as a Nerve Food; and
- (2)—The 50% Profit there is on every Package sold.

Here is an example order showing the 50% Profit.

SIZES	SELLING PRICES
2 oz.	2/-
4 oz.	3/-
8 oz.	5/-
16 oz.	9/6
	19/6
33 $\frac{1}{3}$ % Trade Discount	6/6

SHOWING **50% PROFIT** ON AN ORDER FOR 13/-

A Campaign of Advertising

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AWARDED GOLD MEDAL AT INTERNATIONAL
MEDICAL CONGRESS, LONDON 1913.

Sanagen

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THE ALWAYS BRITISH NERVE FOOD

OF ALL WHOLESALE HOUSES.

SANAGEN CO., LTD.

SHEPCOTE LANE, BATTERSEA, LONDON, S.W. 11.

P.A.T.A.

CURACEA

REGD.

LIQUID NERVE TONIC

11/-	per doz.—	SELLS AT	1/3	ea.	} Orders Executed per Return.
24/-	" "	" "	2/9	"	
45/-	" "	" "	5/-	"	

2½% discount on 45/- parcels, cash with order. Attractive showcards and counter bills.
CURACEA CO., ELM GROVE, LONDON, S.E. 15.

OsmosThe Great British
Aperient Water

Osmos is the only water known to be identical in composition
 and osmotic properties with the alien water Hunyadi Janos.

Osmos is highly recommended by the Medical Profession.

Osmos is steadily advertised in the Press.

Osmos is on the P.A.T.A. list and yields a fair profit.

Terms on Application.

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**WINOX**
WineFood

is a high-class Pharmaceutical preparation containing all the food elements of Wine, Meat, Malt and Unfermented Grape Juice
(Wine Licence Required)

Unsurpassable for Influenza; invaluable for Anæmia, Lassitude, Neuralgia, Nerve and kindred troubles.

Winox will stand any climate, and contains no harmful drugs.

Price 5/6 per bottle retail. Chemists who do not already stock Winox should apply for price to WINOX LTD., Richmond, Surrey.

GOLD SEAL
BLOOD WINE

(Vin Ferri Citratis, B.P.)

A really valuable tonic, pleasing to the palate. Can be sold by all registered Chemists, (with or without Wine License) at any time of the day; Licensed Grocers and Wine Merchants can only sell during the hours permitted for the sale of Wines.

42/- per doz. bottles. Retail 4/6
 23/- " " " " 2/6

HAWORTH & AIREY,
 Wine Shippers, BURY, LANCs.

"Prana" SPARKLETS

"B" & "C" Bulbs
can now be sent
promptly on receipt
of order.

"C" Bulbs may be used
instead of "D" Bulbs without
any alteration to the Syphon.

PRICES.	Trade doz. boxes	Retail (P.A.T.A.) each
"C" Bulbs (box of 12) ...	33/-	3 6
"B" Bulbs " " ...	22/-	2 4

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BURROW'S TABLE MALVERN WATERS

—STILL AND SPARKLING—

have been proved by analysis time after time to be the purest table waters obtainable. The charm of these waters can be summed up in these two words—purity and softness. Those who are in the habit of drinking hard water full of lime, iron, or chalk, would indeed be delighted if they knew they could obtain at a moderate cost a perfectly pure soft water for daily use.

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A Useful Block

TO encourage orders by post. It acts as a powerful suggestion to customers to send their orders to their own Chemist even when they are out of town temporarily or permanently. If used on the Stationery and Package slips it cannot fail to increase the orders.



R. 14a. 3 6

A few actual sample slips with this Block in use will be sent to all interested.

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FLOUR, BREAD, BISCUITS, FOOD, PUSKE, COCOA, Etc.
Also Foods for Anæmic, Dyspeptic, Invalid and Aged People
and Infants. Highly recommended by Medical Profession.
INFANTS' FOODS packed under Chemists' "OWN NAMES."
Terms and all particulars on request.

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CANNONS,
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WHOLESALE ONLY—PROMPT DELIVERY.

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(VERUM AURANTH B.P.) Prepared in strict accordance with the Formula of the British Pharmacopœia. (Wholesale only)
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TO USERS and DEALERS in METH. SPIRIT and SPIRIT OF WINE.
FOR QUOTATIONS apply to—

PRESTON'S LIVERPOOL DISTILLERY CO. LD

The Largest Makers in the Kingdom.

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FOR INFANT FEEDING AND HOUSEHOLD USE

HOOKER'S DRIED MILK

(Full Cream)

Manufactured in Buckinghamshire under the most hygienic conditions. Containing all the ingredients of rich cows' milk in powder form. Well preserved and easily reconstituted.

HIGHEST QUALITY OBTAINABLE.

Good profit to Retailer.

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THEW, HOOKER & GILBEY, LTD.
Manufacturers of Milk Products, BUCKINGHAM.

Recommend it for Convalescence



Doctors prescribe Turtle Soup in all cases where the patient cannot retain any other nutriment.

FREEMAN'S REAL TURTLE EXTRACT

is the real meat of selected West Indian Turtles, compressed into handy tablets; it provides all the delicacy and nourishment of soup made from fresh killed turtles, and is quickly prepared as it requires nothing but boiling water.

For hospitals, nursing and convalescent homes it can be strongly recommended as the best, safest and handiest invigorator obtainable.

The trade terms are particularly favourable, and particulars can be obtained by writing to

The Watford Mfg. Co. Ltd.
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FOOD PRODUCTS
Watford
S.A.A.

EXTRACT OF MEAT

(IN BULK).

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IN VARIOUS QUALITIES.

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PRODUCE IMPORTER,

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MALT & COD LIVER OIL

Prepared only from the finest East-Coast Barley, Combined with the best Norwegian Non-Freezing Cod Liver Oil.

Packed in Screw-Capped Jars, Bottles and Tins, holding 1 lb. and 2 lbs. Neatly Labelled and Wrapped. Customer's Name printed on Labels for Orders of 1 gross and upwards.

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We are prepared to quote especially low for
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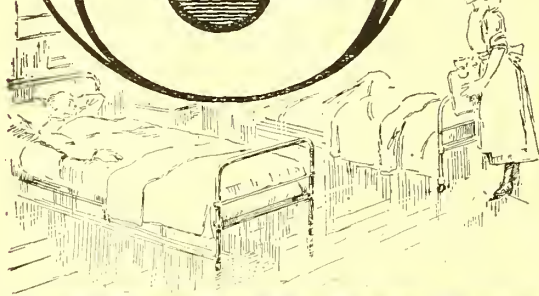
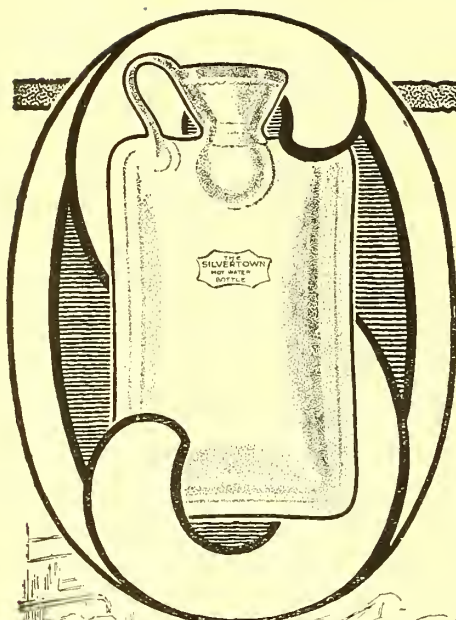
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Pine Tablets

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*Don't wait and see. Write and see.
Samples with pleasure.*

Works: QUEEN ST., WIGAN.



'Silvertown Quality' in Hot Water Bottles

The name of "Silvertown" has acquired a reputation for sterling quality and reliable service. If your customer wants a high-grade bottle, sell him a

Silvertown

Made in the usual standard sizes. Please send us your inquiries. Customer's name lettered free on all bottles when not less than three dozen assorted sizes are ordered at the same time.

The India Rubber, Gu'ta Percha & Telegraph Works Co.
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WORKS:

Silvertown, London, E. 16

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Moulded-Seamless Hot Water Bottle

The big profit maker and the most beautifully finished and attractive piece of Rubberware made.

It is moulded in one piece, without seam or join; has no uncomfortable rigid side flanges; has a larger capacity than any other bottle of its size; and has the original patent oval safety neckpiece, which never leaks. Handsome maroon colour.

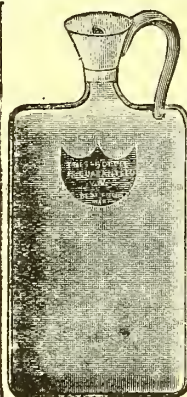
If you have not yet sold this bottle, write for samples and copies of "Rubberware Sales" Reliance Bulletin Sales Service, which will assist you to increase your sales.

Reliance Moulded-Seamless, price	7/6	each	retail.
Reliance De Luxe	10/6	"	"
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These are the best and fastest selling bottles in the trade. Ladies buy them before all others. Don't fail to see samples at once.

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(GOLD MEDAL, GUARANTEED)

Hot Water Bottles

6 6lb. 12 x 8 weighs under 13 oz.

Covers for same, assorted sizes, 21/- doz.

**BELTS TRUSSES
SUSPENSORIES
& Surgical Appliances**

AT LOWEST CURRENT RATES

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Send your Inquiries
for ALL CLASSES of

RUBBER GOODS

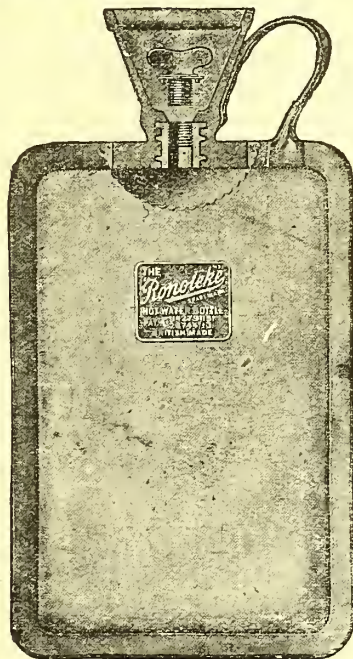
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**The London Moulded and
Surgical Rubber Company**

Telephone:
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24 Colebrooke Row
LONDON, N. 1

Don't be "Too Late" for the Winter Trade Order your Supply of "Ronoleke" Bottles now



The demand for the "Ronoleke" Hot Water Bottle, now that the makers are free to concentrate on its manufacture, is enormous.

They can definitely promise prompt supplies to Chemists who apply through their Wholesale House NOW.

Later on—it will be a different matter—as no other Bottle sells so freely. The fact that the "Ronoleke" is guaranteed leakable gives it the preference and makes it first choice with discerning Chemists.

Prices of the "Ronoleke" Hot Water Bottles

Protected on the P.A.T.A. List.

Size	Minimum Wholesale Prices to Retailers	Minimum Retail Prices to Public
6" x 8"	4/6	6/9
6" x 10"	4/10	7/3
7" x 10"	5/-	7/6
6" x 12"	5/2	7/9
8" x 10"	5/6	8/3
7" x 12"	5/8	8/6
6" x 14"	5/8	8/6
8" x 12"	6/2	9/3
9" x 12"	6/7	9/11
8" x 14"	6/8	10/-
10" x 12"	7/-	10/6
10" x 14"	7/11	11/11
10" x 16"	8/6	12/9
12" x 16"	9/2	13/9

Apply for your Supply through your Wholesale House.



OYLER'S TRANSPARENT RUBBER TEATS

EXCELLENT IN EVERY WAY.

S EAMLESS, great clearness and transparency, all impurities plainly visible. Easily cleaned.

Stand all test, including boiling, very supple and durable, grip well at the neck. Superior manufacture.

SPECIAL DESIGNS FOR SPECIAL HOME AND OVERSEAS MARKETS.

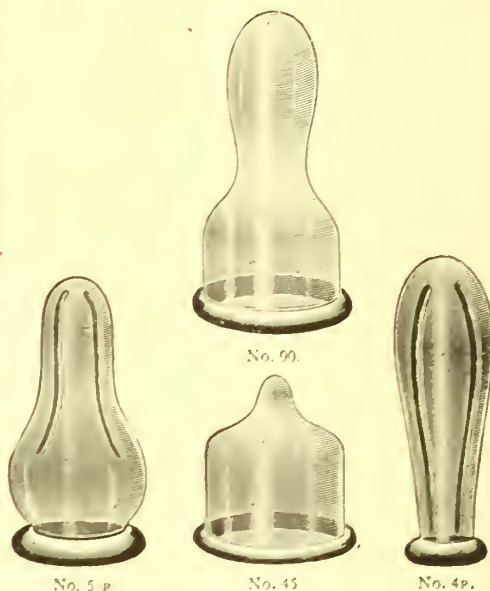
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Wire "Oyler's" in W. 1, London.

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Made in G.S.



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For the Chemical Trade.

SUPPLIED IN

ALL SIZES AND QUALITIES

GREY or RED.

Your inquiries solicited, upon receipt of which samples and prices will be submitted.

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„ Good Quality „ „ 9d. „

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TOILET PARAFF. do ... 8/- „

VIALS (W.F.)

4 dr.	1 oz.	1 oz.	2 oz.	
22/6	24/-	27/-	30/-	gross

EMERY CLOTH (all Nos.) ... 2/9 quire

SAND PAPER „ „ 2/- „

CLINICALS 3/3, 3/6 & 3/9 each

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SOAP CASES (Xylonite) 9 - 12/6 doz.

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REGD**HOT
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BOTTLE***"Eclipse"*
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Ingram's High-grade "Eclipse" Rubber Hot-Water Bottles are well known throughout the world for their reliability and construction; they have, as a result of the careful scientific manufacture, the distinct advantage of being suitable for use in any climate.

All "Eclipse" Bottles are now fitted with two important inventions—the Patent Rubber Covered Screw Stopper (No. 107940), and the Patent Constructed Neck (No. 118022).

The object of the Patent (No. 107940) Rubber Covered Screw Stopper is to overcome the loss of washer and leakage. A glance at Fig. 1 shows the sectional view, the black solid parts representing the rubber covering gripping (1) the brass flange making it a fixture, so that no loss of washer is possible the broad solid seating (2) when the stopper is screwed down renders it **ABSOLUTELY WATERTIGHT**.

The effectiveness of the Patent Constructed Neck can be clearly seen by a comparison of Figs. 2 and 3. In addition to overcoming the old trouble of leaky necks, the new formation of the socket enables the bottle to be easily filled and without any fear of "splashing."

The socket is also secured from working loose by an ingenious method the rubber being connected in sections right through the brass socket, forming the neck and socket into one solid piece.

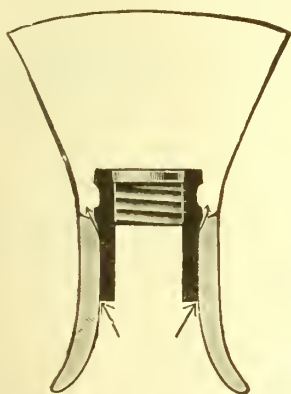


Fig. 2.

This sketch shows where, in course of time, the action of water permeates, between the brass socket and rubber, causing leakage.

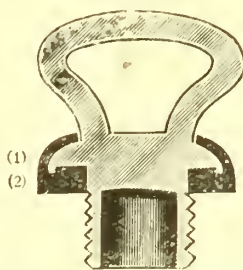


Fig. 1. Patent No. 107940

Size, inches

10x6 10x8 12x6 12x8 14x8 12x10 14x12 16x12

Minimum Wholesale Prices to Chemists.

5/1 5/7 5/7 6/1 7/- 7/3 9/2 10/5 ea.

Minimum Retail Prices.

6/9 7/5 7/5 8/- 9/3 9/8 12/3 14/- ea.

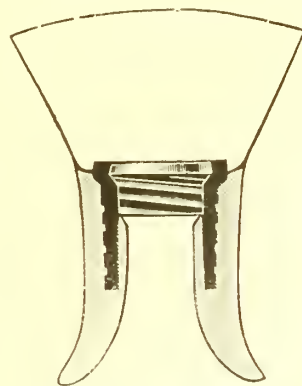


Fig. 3.

The Patent Constructed Neck (No. 118022) shows the brass socket embedded in rubber, rendering it now impossible for water leakage to occur.

J. G. INGRAM & SON, LTD.

THE LONDON INDIA RUBBER WORKS, HACKNEY WICK, LONDON, E. 9

ESTABLISHED 1847

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24 BUTTS COUT. & 89 ALBION STREET,
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INGRAM'S

"Eclipse"
REGD

**HOT
WATER
BOTTLE**



"Eclipse"
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**THE
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Ingram's 100-grade "Eclipse" Rubber Hot-Water Bottles are well known throughout the world for their reliability and construction; they have, as a result of the careful scientific manufacture, the distinct advantage of being suitable for use in any climate.

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The socket is secured from working loose by an ingenious method the rubber being connected sections right through the brass socket, forming the neck and socket into one solid piece.

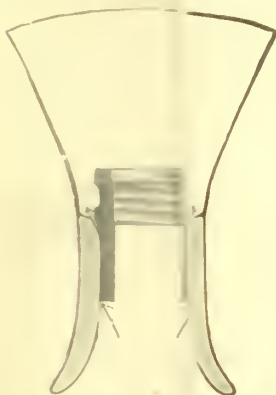


Fig. 2.
This sketch shows the course of time when water permeates, and the brass socket and rubber causing leakage.

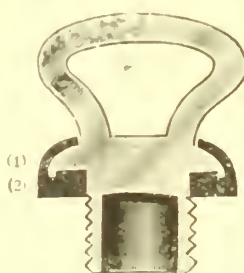


Fig. 1. Patent No. 107940

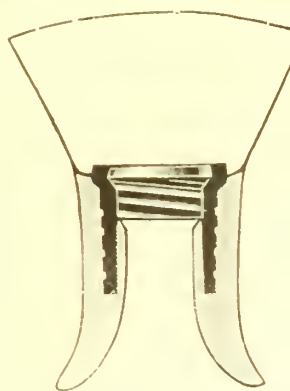


Fig. 3.
The Patent Constructed Neck (No. 118022) shows the brass socket embedded in rubber, rendering it now impossible for water leakage to occur.

Size, inches
10x6 10x8 12x6 12x8 14x8 12x10 14x12 16x12

Minimum Wholesale Prices to Chemists

5/1 5/7 5/7 6/1 7/- 7/3 9/2 10/5 ea.

Minimum Retail Prices.

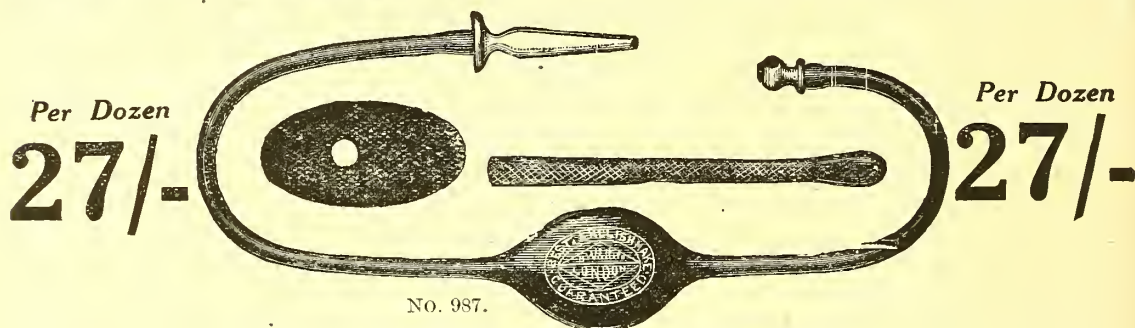
6/0 7/5 7/5 8/- 9/3 9/8 12/3 14/- ea.

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complete in superior card box, per doz.	27	0
in leatherette dome-top case	30	0
extra stout ball and tubes	36	0
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IN SHEETS

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Superficial Area	-	12" × 12"	24" × 12"	42" × 12"	72" × 12"	
Price per dozen	-	5/10	10/2	18/6	28/-	

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BARDSLEY'S, Frinton-on-Sea.
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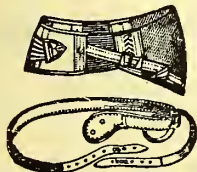
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TOTTENHAM,
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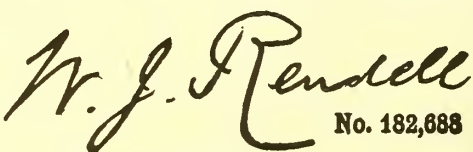
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SOLUBLE QUININE PESSARIES.



THE WORLD-WIDE REPUTATION that these Pessaries have obtained since their invention by W. J. Rendell in 1885 has induced unscrupulous persons to place upon the market worthless and injurious compounds, with colourable imitations of W. J. Rendell's labels. To distinguish the genuine Pessaries from these fraudulent concoctions, see that the Registered Trade Mark and Number, in **RED INK**, are upon each box thus:

Registered
Trade Mark, 
without which
none are genuine.
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No. 182,688

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IMPORTANT NOTICE AND CAUTION.

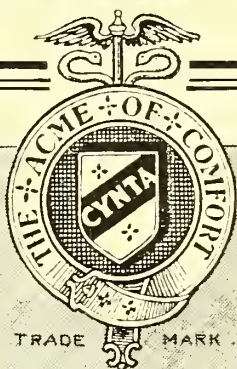
Several injunctions in the High Court of Justice having already been obtained (reports of which have appeared in "THE CHEMIST AND DRUGGIST"), W. J. RENDELL'S SOLICITORS are instructed to take proceedings against all persons (Makers or Vendors) fraudulently using the name of "W. J. RENDELL," "RENDELL," or any colourable imitation thereof in connection with Pessaries NOT manufactured by

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HYGIENIC TOWELINES
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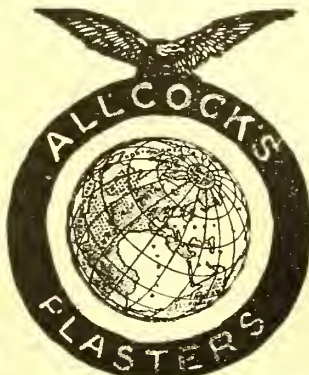
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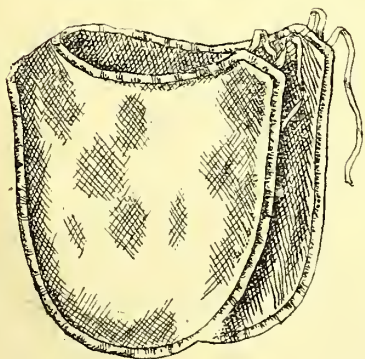
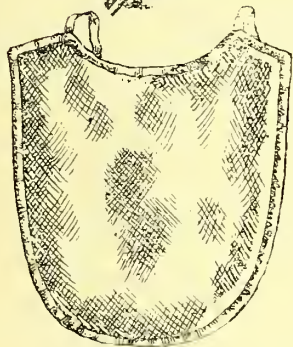
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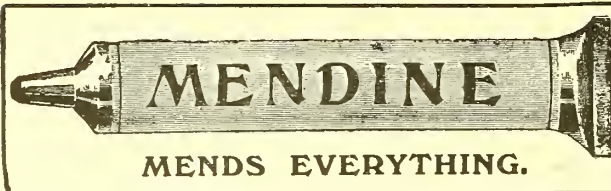
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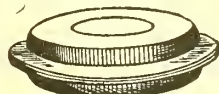
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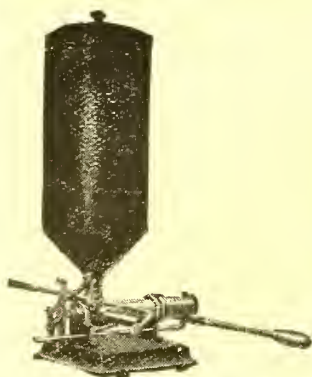
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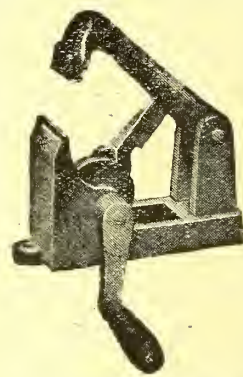
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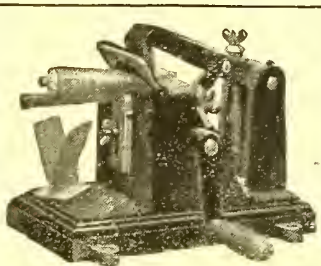
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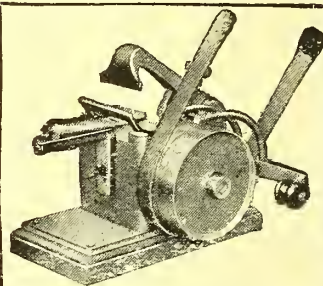
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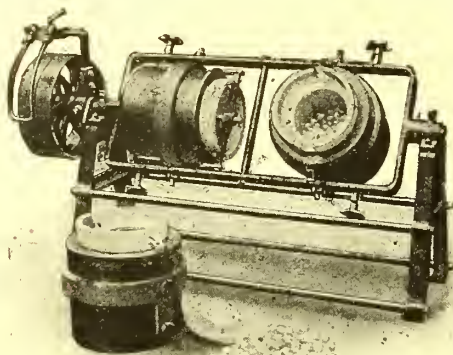
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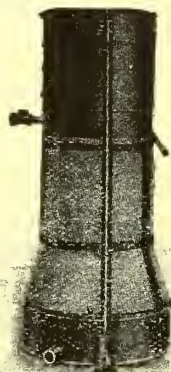
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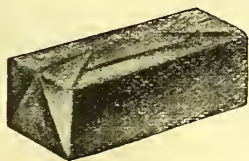
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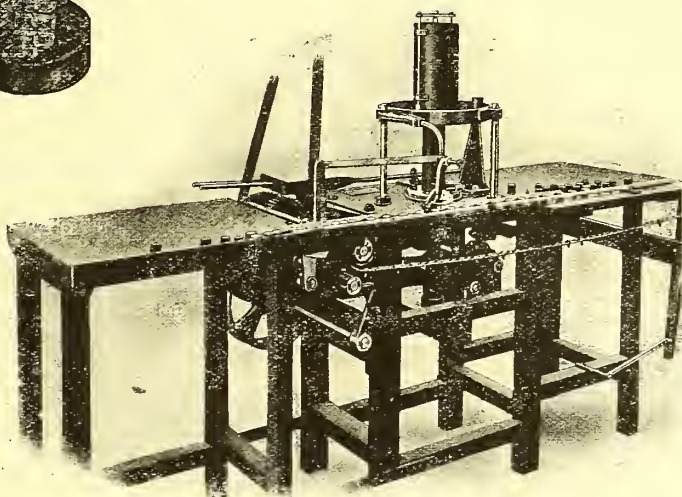
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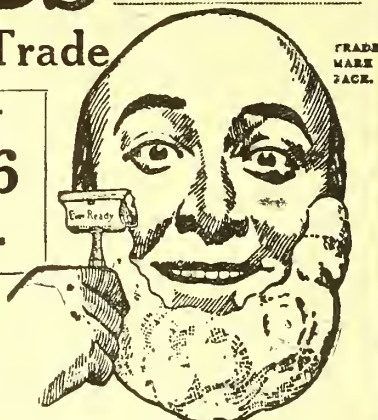
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DAY & SONS, ESTABLISHED 1840.
CREWE, LTD. (CREWE)
HORSE, CATTLE, SHEEP & DOG MEDICINES.

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Cures Colic or Gripes in Horses or Cattle, Scour and Weakness in all Young Stock, Blown Cattle and Sheep, Debility, Chills and Low Condition in all Stock.

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Almost infallible for Tape Worms in Lambs and other Animals; for Husk or Hoose in Calves, Lambs, &c. A speciality for Worms in Horses and Colts.

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For Blood Disorders, Humours, General Weakness, Surfeits, Indigestion, Sterility, &c., in Horses and Beasts. Promotes Growth of Bone. Makes animals "fit" for Show or Sale.

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For Costiveness, Loss of Cud, Indigestion, Garget, Colds, Fever, Hidebound, &c., in Cattle. Prepares Cows for Calving, Prevents Milk Fever, and cures Bad Cleansing.

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Heal all Wounds in Horses, Cattle, and Sheep, Sore Teats and Swollen Udders in Cows and Ewes. For Anointing in difficult Lambing or Calving.

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A Safe Embrocation for Sprains, Swellings, Windgalls, Sprung Sinews, Rheumatism, Sore Throat, Weak Joints, &c.

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Price £1 4s., £2 4s., and £5. Carriage Paid.

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Order Winter Stock NOW

In almost every direction the position is much better than last year, but there is still enough uncertainty, due to incalculable factors in manufacture and distribution, to make it necessary to look well ahead. Pharmacists are strongly recommended to place, without delay, orders for winter trade.

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M.R.P. 1/- tin of 36

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A well-finished tablet, made by compression. The formula is disclosed, as it includes no narcotic or astringent ingredient. Improved Bronchial Lozenges may be recommended for children or for long-continued use.

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A pleasant combination of formaldehyde and menthol with a suitable base. The convenience of the vest-pocket vial is very generally appreciated. The demand last winter was larger than ever.

M.R.P. M.W.P.
Net per doz.

Pocket vials of 36

1 3 9 -

Bottles of 100

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At the same time it is particularly desirable to replenish stocks of Boroseptic Ointment, Capsolin, Euthymol Cold Cream, Euthymol Cream, Euthymol Talcum Powder, Inhalone, Stimulating Embrocation and other preparations required in winter.

*A card will bring you a list with all
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THE CHEMIST AND DRUGGIST SUPPLEMENT

42 CANNON ST.
LONDON, E.C.4.

OCTOBER 11, 1919

This Supplement is inserted in every copy of The Chemist & Druggist

THE SUPPLY OF SUPPLEMENTS.

The clerical work in connection with the posting of spare copies of the Coloured Supplement week by week has increased to such an extent that we have been compelled to reorganise our system of distribution. Our readers will please note therefore that, in future, instructions can be accepted for not more than six weekly copies of the Supplement at a time, and that in every case

STAMPED AND ADDRESSED WRAPPERS

must be sent—not stamps only as hitherto.

EARLIER CLOSING FOR PRESS. Will' advertisers please note that until further notice it will be necessary that Advertisements attended for the Supplement must be sent to us not later than the **FIRST POST THURSDAY MORNING.**

CHEMISTS' TRANSFERS.

Messrs. ORRIDGE & CO., 56 Ludgate Hill, E.C.

Telephone No.: City 2283.

May be consulted at their Offices on matters of SALE, PURCHASE, and VALUATION.

—LONDON, E.C.—For Disposal, old-established Wholesale Business, including several specialities; returns last year £3,000; gross profit £2,315, and net exceeded £1,000; price £450.

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—LONDON, N.—Cash Retail Business; established 40 years, in present hands 29; returns exceed £1,000 per annum; gross profit £390, and net £300; seven-roomed house, private entrance; rent £50; no near opposition; price £450.

—LONDON, N.W.—Retail and Dispensing Business; present hands upwards of 25 years; returns about £50 weekly; good profit; double-fronted shop, fitted in mahogany; no near opposition; offer wanted.

—LONDON, N. (Main Thoroughfare).—Ready-money Business; returns exceed £2,000; well-appointed shop and good residence; vendor's own property; the whole might be purchased if desired.

—SOUTH COAST (Within Easy Distance of).—Good-class Retail and Dispensing Business; established many years; returns last year between £1,800 and £1,900; net profit £576; comfortable residence; large garden; rent £50; terms, goodwill £300 and fixtures at valuation.

—SUSSEX.—Good-class country Retail Business; returns between £900 and £1,000 yearly, increasing; net profit 40%; comfortable residence; small garden; rent £50; held on lease; price £27.

8.—KENT.—Good-class Retail and Dispensing Business; turnover this year will exceed £2,000, at fair prices; scope for considerable increase; small residence; held on lease at a rental of £110; terms, valuation of stock and fixtures.

9.—COTSWOLD HILLS.—Very old-established Business; position unique; returns, present rate, upwards of £2,500 yearly, at fair prices; stock and fixtures recently valued at £700; comfortable residence; held on lease; rent moderate; terms, valuation of stock and fixtures, plus premium for goodwill to be agreed.

10.—MIDLANDS.—Old-established Business, Retail and Wholesale, in Packed Goods; gross receipts exceed £8,000, and during the past 3 years the gross profit has averaged £2,031 per annum; the premises are held on long lease, at a rental of £60; price about £3,000; a banker's reference will facilitate business.

11.—LEEDS.—Must be sold: middle-class Retail and Dispensing Business; returns between £900 and £1,000, at good prices; comfortable residence, with garden; no reasonable offer refused.

12.—SOUTHERN COUNTY.—Unopposed Business, capital estate in the midst of fruit-growing district; returns average about £1,200; net profit 25%; good residence; rent £40; price to be arranged.

13.—WESTERN COUNTY.—Ready-money Business, entirely unopposed; returns £40 weekly; corner shop; comfortable residence and nice garden; side entrance; rent moderate; price £850.

14.—LANCS.—Light Retail Business; returns, present rate, £1,000 p.a. annum, increasing, at good prices; convenient house, held on lease; rent £31 4s.; valuation terms entertained; about £400 required to purchase.

VALUATIONS FOR STOCKTAKING.

Messrs. O. & Co. desire to emphasise the necessity of a Periodical Statement of Account, by which means alone Profit, the value of Business, &c., can be determined. Involving as this does the labour of Stocktaking and Valuation, it is often omitted, and eventually becomes the cause of confusion and loss.

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2.—LONDON, N.W.—Good middle-class suburban Retail, in good position: returns over £3,000, increasing; modern-fitted Pharmacy, heavily stocked; low rent; long lease; small residence attached; price £1,600; references required.

INTENDING VENDORS

We are in immediate want of sound businesses in all parts of England, especially London, South Coast, S.W. and Western Counties, Midlands and Home Counties, at prices ranging from £300 to £3,000. Cash buyers waiting; private register kept. Best attention and quick sales guaranteed. Terms sent on application. *Established 1870.*

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4s. 6d. for 50 words or less; 6d. for every additional 10 words or less, prepaid.

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SPAIN.—British Pharmacist, eight years' travelling experience in the country amongst Doctors, Chemists, etc., open to treat with firms anxious to establish or extend trade; excellent references and connections; intimate knowledge requirements; keen, energetic worker. "Success" (49/71), Office of this Paper.

AGENTS, with connection among Chemists, Hairdressers, drapers, etc., wanted in all large provincial centres to introduce quick-selling new line. Apply by letter, stating grounds covered, to The Unique Supply Co., 153 Fleet Street, London, E.C. 4.

REPRESENTATIVE, having an established, extensive, and sound connection, doing big business, calling on Chemists (Wholesale and Retail), covering the Northern Counties and Midlands, is anxious to arrange with first-class Manufacturers specialising in Druggists' Sundries, Toilet Specialities, Drugs, and Pharmaceutical preparations, with a view to representing them on commission; highest credentials. 110/38, Office of this Paper.

TRAVELLERS at present regularly calling on Wholesale and Manufacturing Chemists required as Agents by Importers of Raw Drugs, Essential Oils, etc. Apply, giving usual particulars, to 104/24, Office of this Paper.

WANTED, an Agent (in London) for sale of Medicines (some patented) manufactured in our Laboratory; ask particulars. B Ganpat Rai & Sons, Chemists and Druggists, Multan, Cantt., India.

WHOLESALE zone Sole Agency required for high-class British or American Pharmaceutical or Toilet product; commodious and excellent warehousing; 30-mile radius includes Sheffield and the mining and industrial districts of Nottinghamshire, Derbyshire, and South Yorkshire; own delivery and collections to railway; advertiser has 20 years' Wholesale and Retail Pharmaceutical experience. Bingham, Limes Avenue, Alfreton.

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£2,000 RETURNS, LONDON.—Good medium-class Light Retail at full prices; low rent; well-fitted corner shop; price £750.

LINCOLNSHIRE.—Old-established, unopposed Retail; before war did £1,000; now, through owner being without help and having other business to attend to, about £400; there is no Chemist nearer than 5 miles, and with attention £1,000 could soon be done again; price, including large freehold residence and premises, £700.

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4s. 6d. for 50 words or less; 6d. for every additional 10 words or less, prepaid.

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A QUALIFIED Chemist, desirous of opening a Retail business in partnership with advertiser, who would manufacture for the Wholesale trade as a side-line, should write to 109/11, Office of this Paper. References exchanged.

ADVERTISER requires sound Retail Business; Yorks industrial area, or would manage business on partnership terms with view to early succession. Replies, private and confidential, "Solus" (99/36), Office of this Paper.

BUSINESS wanted, with good scope for expansion; type of district immaterial; Manage with view to succession. Partnership entertained; neglected business not objected to; quiet store trade preferred. Give particulars of turnover, working expenses, etc., in confidence, to "Menthol" (109/6), Office of this Paper.

BUSINESS required in town or village within reasonable distance of London, or in outer London suburb, showing net profit of £350-£500 per annum; neglected business considered if good scope for increase; good living accommodation essential; cash down for possession within a month. Please give usual particulars, with reason for disposal, to Reeves, Denman Drive, Golders Green, N.W. 4.

CASH Retail and Dispensing Business, doing about £30 weekly or would Manage with view to early succession; London, Western district preferred; please state particulars in confidence. 106/400, Office of this Paper.

DRUG Store wanted: suit unqualified; good living accommodation; or would Manage on partnership terms for a person wishing to retire from active participation; cash available £400. Full particulars treated in strictest confidence. 106/33, Office of this Paper.

PHARMACIST requires sound Business; scope for increase N.H.I.; West of England; cash available, £500; would act Partnership or Managership with interest in large concern. "Xaxa" (108/16), Office of this Paper.

QUALIFIED, 33, requires Cash Business; preferably in South Wales; a neglected business with scope for increase in position as Assistant or Manager with view to ultimate acquisition would be considered. Address, in confidence, with full particulars of turnover, profits, rent, rates, opposition, reason for disposal, and price, to 99/39, Office of this Paper.

REQUIRED, a good average Cash Business in industrial area of North or North Midlands preferred; cash available £1,200. Please give in confidence full particulars, including conditions of tenancy and position in locality, to 103/5, Office of this Paper.

SOUND Business or Partnership with succession wanted at income about £400; N.H.I. small; house accommodation reference as required. Apply 105/20, Office of this Paper.

BUSINESSES FOR DISPOSAL.

for 50 words or less : 6d. for every additional 10 words or less, prepaid.

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DON, S.W. 1.—A strictly genuine old-established Chemist's business within a few minutes of Victoria Station; takings management from 21st September, 1918, to 20th September, were £1,311 13s. 1d.; beautifully fitted shop, with ten house over; rent only £65; held on long lease; let off £1; certain fortune for energetic man; fixtures, fittings, till, and lease £300; stock at valuation about £200; vendor widow of the late proprietor; every investigation allowed. Auctioneer, 1 Seaton Avenue, Plymouth.

L. progressive Business for disposal, in pleasant working-class district in Lancs.; Light Retail, with N.H.I. (about 100); no heavy trade; returns £1,000 per year and increasing; really good living accommodation; long lease; price £50 valuation (about £375-£400); good opening for Optics. Apply 10, Office of this Paper.

PARTNERSHIPS.

MS.—Expert Perfumer with long experience and a large connection and many customers in all branches of the Perfumery and Toilet trades, specialising in synthetic perfumes and packing, creator of well-known brands of toilet goods in Paris and London markets, desires Management or Partnership. Apply 101/34, Office of this Paper.

ERTISER seeks Working Partnership in sound business, retail or Wholesale; age 31; first-class all-round experience in Photography, etc.; living accommodation essential; must be strict investigation; fullest particulars in confidence; cash g. "Urgent" (105/16), Office of this Paper.

MIST, qualified, with sound experience in Wholesale and manufacturing, seeks Partnership in a North Country firm of chemists, or would consider Partnership in a substantial business in the North with a view to ultimate purchase; to £2,000 capital. Apply 104/9, Office of this Paper.

TOR, thoroughly experienced, desires to consult at chemist's on mutual terms; private room, and a district of scope necessary; Central London or S.E. preferred. Fully in confidence to 110/35, Office of this Paper.

FOR SALE.

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ale, 2 cwt. Fine French Chalk, at 35s. cwt; sample sent on inspection if wanted. Apply 105/39, Office of this Paper.

ale, two Eureka Machines, in working condition, fitted with power or hand; only disposing to make room for heavier machinery; best offer accepted. Walton, Chemist, Batley.

3 Floor Showcase, 10 ft. hy 4 ft. 3 in. hy 5 ft. high; other similar, 7 ft. 7 in. hy 4 ft. 3 in. hy 5 ft. high; large glass Centre Case, 12 ft. 3 in. hy 4 ft. 4 in. hy 5 ft. 6 in. high (9 ft. 3 in. on stand). Seen at any time at Messrs. Ros, Ltd., 151 Old Street, E.C. 1.

ATT Weighing Machine, by Avery; superior make; 4 cwt., with height measurement; to clear £12 12s. A. Lefever, 10, Old Street, E.C. 2.

WHESTERS Inf. Senegæ Conc. i. to vii., at 5s. 9d. lb.; Winchester for 28s. 9d.; carriage paid; cash with order. Noble, Pharmacist, 17 Owen's Row, London, E.C. 1.

FINANCIAL.

EXTRA CAPITAL.—Finance £1,000 to £100,000 offered for trades industries; manufacturers well-established Businesses, Partnerships, Investments The Officers' Partnership Guardian, 53 Victoria Street, S.W. 1.

APPRENTICESHIPS.

APPRENTICE wanted for high-class Dispensing business; well-educated youth who has passed Preim. preferred; generous terms. P. B. P., 68 Foyle Road, Blackheath, S.E. 3.

SITUATIONS OPEN.

4s. 6d. for 50 words or less ; 6d. for every additional 10 words or less, prepaid.

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RETAIL.

BIRKENHEAD.—Capable Junior or Improver (male) wanted at once for quick cash Retail and Dispensing business; must be first-class Counterman and good Window-dresser; please give full particulars and state salary required (outdoors); if possible send photo (to be returned). B. J. Cooper, 80 Argyle Street, Birkenhead.

BIRMINGHAM.—Strong Junior or Turnover Apprentice required; long previous experience not necessary if willing to work. Apply 107/7, Office of this Paper.

BRECON.—Assistant (outdoors); unqualified; agricultural district. Apply, stating age, height, experience, references, and salary required, to Gwillim, Chemist, Brecon.

BRIGHTON.—Competent unqualified Assistant wanted (outdoors) for modern high-class store trade; must be a good Window-dresser and a capable Salesman. State age, height, experience, and salary required, to Lion Drug Stores, Ltd., 15 Madeira Place, Brighton.

BRISTOL.—Assistant wanted for Dispensing, Photographic, and quick Retail business; outdoors; modern hours. Apply, stating age, height, salary required, with references and photo (if possible), to F. Moss, 206 Redland Road, Bristol.

BRISTOL.—Wanted, an active, qualified man; good prospects offered to one showing business capabilities; hours 9 to 8 Mondays and Saturdays, close at 7 Tuesdays, Thursdays and Fridays, Wednesdays 1. Reply, stating age, salary, and references, Butler & Co., Ltd., 42 Old Market Street.

BURNLEY.—Qualified Assistant wanted for Counter and Dispensing; good opening for energetic, reliable man; comfortable, permanent, easy berth; outdoors; easy hours; half-holiday. Apply, stating age and salary required, with photo (if possible), to Hankeys, 10 Colne Road, Brierfield, near Burnley.

CROYDON.—Assistant required for Counter; good-class business; hours 9 a.m. to 8 p.m., Wednesday 1.30 p.m. State age, experience, and salary required (photo), and when disengaged, 108/27, Office of this Paper.

GILLINGHAM, Kent.—Young, qualified Manager, for Light Retail, Dispensing, and Photographic business, in about a fortnight; hours 9-8, 1 o'clock Wednesday, no Sunday duty; one with good personality and progressive ideas and first-class references essential. Apply, stating age, height, salary required, and usual particulars, to C. E. Beveridge, 7 Railway Street, Chatham.

GLOUCESTER.—Assistant required; three kept; outdoors; good-class Dispensing and Light Retail; easy hours. State full particulars, with salary, and photo, to Ward & Woodman, Gloucester.

ILFRACOMBE.—Unqualified Assistant required, age about 30, indoors or outdoors, for family and Dispensing business; good Counterman and Dispenser, with knowledge of Photography. Apply, stating age, salary, references, and when disengaged, W. Moon, 2 High Street.

LITTLEHAMPTON.—Junior Assistant or good Improver wanted for modern high-class store trade; must be good at Window-dressing and Counter work. Full particulars and salary required in first letter to Lion Drug Stores, Ltd., 15 Madeira Place, Brighton.

LONDON.—Unqualified Assistant for high-class Retail and Dispensing business. State age, experience, and salary required to P. B. P., 68 Foyle Road, Blackheath, S.E. 3.

LONDON, CITY.—Wanted, Junior Assistant (male) with some Dispensing experience; outdoors; easy hours. Apply, stating age, salary expected, and usual particulars, to Pollock & Co., 133 Fenchurch Street, E.C. 3.

LONDON (METROPOLITAN ESSEX).—Junior (male) for Counter at good-class suburban business; hours 8.30-7.30, Thursday 1 p.m., Friday 8 p.m., Saturday 9 p.m., no Sunday work; good salary to suitable man. A. & N. Catto, 49 Cranbrook Road, Ilford, Essex.

LONDON, N.—Capable Junior required; outdoors; no holiday, Sunday, or late duty. Apply, with full particulars, 109/10, Office of this Paper.

LONDON, N.W.—Capable Assistant, with good references, for Dispensing and Counter; pleasant, good-class, modern business, with three assistants. Usual full particulars, stating salary required, with photo, to Brickell & Jones, M.P.S., F.S.M.C., 295 High Road, Brondesbury, N.W. 6.

LONDON, N.W.—Qualified Assistant wanted; Dispensing business; outdoors. Apply in writing, giving full particulars, Davidson, Pharmaceutical Chemist, 342, High Road, Brondesbury, N.W. 6.

LONDON, S.E. (8 miles out).—Qualified, either sex, for Branch; another Assistant employed; elderly man treated with if active. Particulars as to age, experience, salary required, when disengaged, to "Thymol (107/31), Office of this Paper.

LONDON, W.—Hammersmith.—Wanted (immediately), smart Improver or Junior (male); could arrange for afternoons off; principally for N.H.I. and stock. Apply personally or send full particulars to Davies, c/o Freeman & Son, 100 Dalling Road, Hammersmith, W.

LONDON, W.—Wanted (immediately), two Dispensers, accustomed to first-class trade; must be quick, accurate, and neat. Apply, stating age, experience, and salary required, to John Atkins, Dispensing Chemist, 109 Queen's Road, Bayswater.

LONDON, W.—Gentlemanly Assistant required for Counter and Dispensing. Full particulars to 108/4, Office of this Paper.

MANCHESTER.—Reliable Assistant wanted, for about twelve months, for brisk business and N.H.I. work; must be a quick and accurate Dispenser. Apply, stating age, references, and salary required, to Butcher and Simmons, 329 Chapel Street, Salford.

MARGATE.—Competent Assistant with sound business training and accustomed to good-class Retail and Dispensing with Photographics; permanency. Apply, stating age, height, salary required, previous experience, and when disengaged, to D. T. Evans, Chemist, Margate.

NOTTINGHAM.—Junior Assistant (unqualified) required, about 21-23, for good-class Light Retail and Dispensing with Photographics; comfortable berth; easy hours; evening classes and opportunity to learn Sight-testing. Apply, with full particulars of age, experience, and salary required (outdoors), to S. H. Platten, F.S.M.C., Chemist-Optician, Derby Road, Nottingham.

OXFORD STREET, W.—Smart Junior, unqualified; outdoors; willing to put up Stock, Dispense, and attend Counter when required; hours 9 a.m. to 7 p.m.; personal interview preferred. T. Kempston, 369 Oxford Street, W. 1.

REDCAR.—Junior Assistant wanted; outdoors; good Dispenser. State age, salary, and experience, give reference, to C. J. Allan, Chemist, Redcar.

S.T. BARTHOLOMEW'S HOSPITAL, E.C. 1.—A vacancy occurs for an Assistant Dispenser (male); Pharmaceutical qualification essential; age not over 35; short hours; progressive salary, commencing £184 per annum; suit Major or other student. Application, by letter only, to Langford Moore, Pharmacist to the Hospital.

SOUTHPORT.—Wanted, an active, unqualified Assistant (immediately) in large, busy, high-class Pharmacy. Apply, giving full particulars in first letter, Charles Hare, 36 Liverpool Road, Birkdale.

10 CHESTER Place, Hyde Park Square, W. 2.—Required for high-class Dispensing work, a capable Assistant. Apply above address, Maitland, Greenish & Lindley.

YORKSHIRE (WEST RIDING).—Wanted, in good middle-class Retail business, a capable and smart unqualified Assistant; good Counterman and thoroughly experienced; hours 8.30 to 8; Saturdays 9 p.m.; Wednesday 1 p.m.; no Sunday duty; state age, experience, and salary required (outdoors). Address 104/28, Office of this Paper.

A SMART, unqualified Lady Assistant, for high-class business, required immediately, chiefly for Stock and Counter; must have had a good experience and be a willing worker; please state full particulars in first letter or call personally. Manager, Sloane Pharmacy, Sloane Square, S.W.

ASSISTANT Dispenser (woman, adequately qualified) required immediately for the Elizabeth Garrett Anderson Hospital, Euston Road, N.W. 1; salary £130, with luncheon and tea. Further particulars from Secretary, to whom applications with testimonials should be sent in at once. Imogen H. Murphy, Secretary.

ASSISTANT, unqualified, 25 to 30, for Light Retail and Dispensing; moderate hours; state age, experience, and salary required (outdoors). Cooper, 107 London Street, Reading.

ASSISTANT for Agricultural business; short hours; no Sunday duty; full particulars first letter, photo, to be returned D. Bell Kidd, Highbridge, Somerset.

ASSISTANT (lady preferred) to take charge of Exhibition Counter displaying new line of high-class Toilet Preparations at large West-End Stores, October 20 to November 8th good remuneration. Apply 104/25, Office of this Paper.

ASSISTANT, young, unqualified, wanted for quick cash trade in S.E. London (Lewisham district). Apply, stating age, experience, and salary required, to 104/40, Office of this Paper.

ASSISTANT Dispenser wanted for a fortnight to take holiday duty; Minor qualification of Pharmaceutical Society essential. Applications, stating salary required, to be addressed to the Dispenser, St. Mary's Hospital, Paddington, W. 2.

ASSISTANT (gentleman or lady) required for good-class Pharmacy; quick and capable Dispenser. Give full particulars age, experience, and salary desired, to E. L. Slade, Pharmacist, 3 Station Parade, Kew Gardens.

ASSISTANT wanted for good-class Dispensing business, a gentlemanly appearance and address. Apply, with full particulars as to age, experience, references, and salary required, to A. E. Coverdale, Pharmaceutical Chemist, Worcester.

ASSISTANT required for good-class Counter trade and Dispensing. State references, age, and salary required, A. S. Barnes, M.P.S., 5 Regent Street, Rugby.

ASSISTANT, unqualified, for good-class Dispensing and Retail business; competent Counterman, with a knowledge of Photography; capable of taking charge; permanency; outdoors. 107/3, Office of this Paper.

ASSISTANT, unqualified, for quick Cash business in S. London; must be a tactful Counterman and keen business builder; permanency with good prospects for the right man; highest references essential; salary £4 10s. weekly, outdoor. Please give all usual particulars in first letter, 109/300, Office of this Paper.

BRANCH Manager, qualified, married preferred, for quick Cash Retail, with N.H.I. Dispensing; house over shop required; liberal commission on profits, affording a good opportunity to an energetic man; must have first-class references. Please state age, height, and full particulars of experience, Skelton, 221 Upper Tooting Road, S.W. 17.

CHEMIST'S ASSISTANT.—Wanted, an experienced man (preferably single), with good address, for Sales Counter Dispensing; easy hours; close Saturdays at 1; no Sunday duty. Write full particulars with photograph to Drug Department Cater, Stofell & Fort, Ltd., Departmental Stores, Bath.

F. M. RIMMINGTON & SON, LTD., 9 Bridge Street, Bradford. require a qualified Assistant as Branch Manager; please state salary, etc.

IMMEDIATELY, smart young unqualified Assistant for Light Retail and Dispensing business in Wandsworth. Apply to Atkins, 71 East Hill, S.W. 18.

JUNIOR Assistant required for good-class Retail with Photographics; hours 9 to 7; suit Apprentice just out of the full particulars. with references and salary required, also photo to be returned. Francis Hallam, Ltd., Rexall Pharmacy, Buxton-Trent.

JUNIOR or Improver with some knowledge of Dispensing. Apply, stating age, experience, etc., to Durbin & McBryde, 112 North End, Croydon.

JUNIOR required (immediately); outdoors; £2 10s. a week; no Sunday duty; close 1 p.m. Thursdays. The Prosser Roberts Co., Pharmaceutical Chemists, 323 Walworth Road, S.E.

JUNIOR Assistant wanted, well educated and of good address, for high-class Dispensing business; board and lodging provided. Apply, with full particulars and photograph, to J. W. Tainter, Pharmaceutical Chemist, 71 Sandgate Road, Folkestone.

ADY Dispenser required at once; London practice, Panel and private; hours 10-12 a.m., 6-9 p.m.; state age. Apply 26/4, Office of this Paper.

ADY, Junior Assistant, about 26th. for Stock and Counter; must have had experience in a Pharmacy and done some dispensing; three employed; state salary required and reference. J. W. Feltwell, 91 Hammersmith Road, West Kensington, W. 14.

MANAGER, qualified, for quick Cash business in working-class district, London, S.W.; junior assistant kept; salary £5 10s. weekly, with house over shop and good commission terms; permanency, with excellent prospects, for a capable man possessing initiative; please state age, height, and previous experience, with photo (if possible). 109/3, Office of this Paper.

PRESENT employers, overstaffed, wish to recommend lady Assistant for Counter and stock; Plymouth or West of England. Address Stradling, c/o Y.W.C.A., Dix's Field, Exeter.

QUALIFIED Assistant wanted as soon as possible for Agricultural and Dispensing business; outdoors; easy hours. Apply, giving full particulars, age, and salary required, to Gostling Co., Diss, Norfolk.

QUALIFIED Assistant or Manager required in good-class business, to live on the premises; easy hours; send full particulars with salary required (rent free), etc.; personal interview arranged and fare paid. Apply to E. W. Taylor, Sherborne, Dorset.

QUALIFIED Chemist, capable of taking sole charge of Branch shop; N.H.I. and Retail. Apply, with full particulars—good credentials essential—stating when disengaged, to Austin's, Ltd., 25-202 Bermondsey Street, S.E. 1.

QUALIFIED Assistant as Branch Manager; please to give full particulars, stating salary required, in first letter. Waller Riley, Ltd., Chemists, Bolton.

QUALIFIED Assistant wanted for good all-round country business in Devon; easy hours; no Sunday duty; age about 30; permanency to smart man; single preferred; state full particulars, etc. Haynes, Chemist, Honiton, Devon.

QUALIFIED Manager required in busy North London Pharmacy; easy hours and good prospects for steady, capable man; Extractor preferred. Apply, with photo and full particulars to "Progressive" (106/37), Office of this Paper.

RESPONSIBLE qualified man wanted for Front Counter and to take charge of staff in principal's absence for high-class Retail, Dispensing, and Photo business in provinces; similar experience and good references required; progressive position; outdoors. Apply, with full particulars and salary, to "Kalium" (461), Office of this Paper.

CART Assistant, unqualified, wanted; good Counterman, with knowledge of up-to-date Stock, Toilet, and Proprietarys; Window-dresser and neat writer and Dispenser; able to keep tidy and sufficient, and push a business where there is one; permanent and lucrative position to good man; please state experience and salary required. Apply 108/20, Office of this Paper.

QUALIFIED, gentlemanly Assistant, chiefly for Counter and Dispensing; Photographic knowledge necessary; must be of good appearance and address, and used to a good-class modern business; undeniable references essential; state, in first letter, full particulars as to age, height, past experience, and salary required (outdoors); enclose photo. Chater, Chemists, Watford.

QUALIFIED Assistant required; young man, smart and intelligent; knowledge of Photography preferred; salary and commission. Apply Park's Drug Stores, Ltd., 65 Harnood Street, N.W. 1.

QUALIFIED Assistant for Dispensing business; easy hours; no Sunday or night duty; applicants must send particulars of experience; stating age and salary required. Martyn's Stores, Ltd. Wolverhampton.

WANTED, for good-class mixed country Retail, young, unmarried Assistant, energetic, accurate, and reliable, and of good general experience of the Retail trade; hours, Mondays, Tuesdays, Wednesdays 8.30 to 7; Thursdays 1; Fridays 8; Saturdays 9. Apply, stating salary required, and with usual references, to Clegg & Son, Chemists, Wantage.

WANTED (immediately), a Junior Assistant for good-class Dispensing and Retail; must be well up in Photographics and accustomed to quick cash trade; easy hours; no Sunday duty. Apply, giving references, and stating age, height, salary required (outdoors), with photo, which will be returned, R. Luoaas, Bridgend, Glam.

WANTED, smart, qualified Assistant, capable of taking charge, tact and push necessary, for Western suburb; state salary required. Apply 104/36, Office of this Paper.

WANTED, young, capable Assistant; must be smart Counterman and Dispenser; short hours; no Sunday duty; £3 10s.; give full particulars of experience, etc., and references. Smith, Chemist, Durham.

WANTED (immediately), a thoroughly capable Assistant; 25 to 30; send photo, references, salary required, and all particulars in first letter. Lansdale & Co., High Wycombe.

WANTED, unqualified Assistant; must be experienced and reliable Dispenser. Apply, stating age, height, and salary required, to W. H. Hoare, Chemist, 54 Willesden Lane, Brondesbury, N.W.

WANTED, Junior Assistant, Light Retail and Dispensing; good opportunity for acquiring knowledge of quick cash Retail; easy hours; no heavy work; state age, experience, and salary required. Massey, Chemist, Bradshawgate, Bolton.

WANTED, a young, capable Assistant Dispenser for Hospital in London (male); hours 9 to 5.30 p.m.; lunch and tea provided; no Saturday afternoon or Sunday duties. Apply, giving usual particulars, to Box 318, c/o F. Aldridge, 26 Paternoster Row, E.C. 4.

WANTED (for November 1st), reliable, qualified Assistant (outdoors), for Light Retail business; hours 9-7.30 p.m.; no Sunday duty; Extractor preferred, but not essential. Apply, with usual particulars, to E. A. Percday, Chemist, Cheslyn Hay, Walsall, Staffs.

WANTED, a young lady Assistant for Dispensing and help on Counter; Hall qualification preferred (but not essential if good experience). Apply, stating age, experience, and references and salary required, to W. H. Walker, Chemist, Willenhall, Staffs.

WANTED (at once), good all-round Assistant for good-class Retail and Dispensing. State salary required and experience to Appleyard, Chemist, Shobryness.

WANTED (immediately), a smart Counterman and Window-dresser, single, for quick Cash trade. State age, experience, and salary required. Apply Lester & Son, Rexall Chemists, 1 Bridge Street, Nuneaton.

WHOLESALE.

4s. 6d. for 50 words or less; 6d. for every additional 10 words or less, prepaid.

The Advertiser may, if preferred, have replies addressed to this Office, and forwarded on payment of an additional charge of 6d.

A FIRM of Manufacturers of Toilet Articles, Packed Drugs, and sundry articles largely used by Chemists require a Representative to work North Wales, Shropshire, Herefordshire, Worcestershire, Gloucestershire, and possibly Mid Wales, also the Isle of Man, one resident in the heart of the district preferred, on a salary and substantial commission. Apply 104/19, Office of this Paper.

ADVERTISING.—Large London firm of Manufacturing Chemists require Display Advertisement Writer; Pharmaceutical qualification not essential, but applicants must have had experience in the Retail. State age, experience, and salary required, to 43/380, Office of this Paper.

ASSISTANT, young, with Minor qualification, possessing initiative, originality, and inventive talent. Apply by letter, giving fullest details, and enclose photograph, to be returned, 43/38, Office of this Paper.

CHEMIST, young and energetic, required by well-known firm manufacturing Alkaloids, Fine Chemicals, Proprietary Lines, etc., for their propaganda department; must have expert knowledge of the Pharmaceutical business, medical literature propaganda, supervision of representatives, etc.; candidate would be required to take charge of a department where organisation and discipline would be important factors; must be used to independent working. Letters of application, which will be treated as strictly confidential, should state fullest particulars of experience, age, and salary required, otherwise useless to apply. Apply 47/43, Office of this Paper.

COMPRESSED TABLETS.—Operator required by provincial firm; good prospects. State age, experience, and wages required, to "Chemex" (47/49), Office of this Paper.

DRY-COUNTER Hand, experienced, required by London Wholesale House; accustomed to putting up Chemicals, etc.; state age and wages required. Apply 106/100, Office of this Paper.

EXPERIENCED Counterman required. Write, stating experience, etc., to 46/69, Office of this Paper.

LABORATORY Assistant required, with Pharmaceutical training, qualified preferred, for the Laboratory of a firm manufacturing high-class Perfumery and Toilet Products; an orderly and accurate worker, with previous similar experience; good and progressive salary for suitable applicant seeking a permanency. Apply, in first instance, to "Parfumeur" (49/43), Office of this Paper.

PARIS firm requires experienced Tablet Maker; good pay immediately and splendid prospects for right man. Write Scott, Savoy Hotel, London.

PILL and Tablet Maker, experienced, wanted by South London Wholesale Druggists. Write full particulars of experience, age, wages required, to 41/56, Office of this Paper.

REPRESENTATIVES required for the United Kingdom on a commission basis, having a good connection amongst Chemists and Medical men, to introduce a series of high-class Food preparations of unique value and world-wide patents; P.A.T.A. articles attractively packed and having influential Medical and Press support; existing territory shows good and increasing turnover; a unique opportunity. Apply in confidence, giving full details of territory, etc., to 104/13, Office of this Paper.

REQUIRED, by a London firm of Wholesale Druggists, an experienced, well-educated woman for Dry Counter; able to take control of Department when necessary; state experience and wages required. Apply 106/1, Office of this Paper.

TRAVELLER required by well-known manufacturing firm to take over a big connection, Liverpool district, with North-South Wales; must be a worker and keen salesman; salary, commission, and expenses. "Menthol" (48/4), Office of this Paper.

TRAVELLERS wanted to introduce Toilet lines, well advertised; no competition; good commission; good connection among Hairdressers, Stores, and Chemists essential. State territory covered, and full particulars, to "Eyedolash," 170 Strand, W.C. 2.

WANTED, smart man for Yorkshire and Lancashire with a proved sales record, to handle a smart line with forceful selling aids; samples light and compact; commission basis until selling ability proven; only those who send full details will be considered. Reply to 105/8, Office of this Paper.

WORKS Manager in London Export Druggists and Manufacturing Chemists, about 30, with good experience of management of mixed warehouse staff and some knowledge of Laboratory work; qualification necessary. Apply 43/40, Office of this Paper.

SITUATIONS OPEN.

4s. 6d. for 50 words or less; 6d. for every additional 10 words or less, prepaid.

(Colonial, Indian and Foreign.)

BOMBAY.—Qualified Assistant; English, French, or Belgian; three years' agreement; good salary and allowances; a first-rate permanent position for good man; passage out and home paid. Write H. B. Sleeman & Co., Ltd., 84 Leadenhall Street, London, E.C. 3.

FEDERATED MALAY STATES.—Qualified Assistant; unmarried; must have had good experience in Retail; terms three years' agreement; salary 400, 450, 500 pounds sterling per annum; passage paid second-class out and home; short hours; good climate; the firm one of the largest in the East, and the position and surrounding country most attractive. Apply Dakin Brothers, Ltd., 82 Middlesex Street, London, E. 1.

HONG KONG.—Thoroughly reliable Assistant who has had good experience in first-class Retail business; age 22 to 30; for five years' agreement; salary for qualified man £500, rising £550 per annum; passage paid out and home. Address "Export" (104/5), Office of this Paper.

PARIS.—English Assistant wanted in good-class Pharmacy. Write at once to E. Hauldidier, 37 Rue Galilée, Paris.

SIAM.—Qualified Chemist-Optician wanted for Siam. Write age and experience to "L." (35/21), Office of this Paper.

FOREIGN Traveller, first-class man, required by high-class Soap and Perfumery Manufacturers, for India and British Colonies, to start in January next; only applicants with thorough knowledge of the trade and with established connections in the above markets will be considered. Apply 30/63, Office of this Paper.

SITUATIONS WANTED.

1s. for 12 words or less; 6d. for every additional 10 words or less, prepaid.

The Advertiser may, if preferred, have reply addressed to this Office, and forwarded on payment of an additional charge of 6d.

[HOME.]

RETAIL.

A.A.A.—LONDON Area.—Qualified, 28, with good Office and West experience; good references; 3 years' Manager; interview. "Pharmacist," c/o 62 Mansford Street, E.

ADVERTISER seeks position; Wholesale or Retail; business man; 15 years' with Agricultural Chemist; good Stock keeper. Clarke, 5 Melbourne Street, King's Lynn.

ADVERTISER, Minor qualification, seeks position; all-round experience; Photography; good references; Midlands preferred. Apply 106/35, Office of this Paper.

ADVERTISER, passed Prelim., tall and well educated, wishes to be apprenticed to a Dispensing Chemist, London or suburbs. "L." (107/15), Office of this Paper.

ALL-ROUND; unqualified (33); married; up-to-date Window dresser and Counter Hand; used to high-class Stores and quick trade; Photographics; would manage Drug Stores; he similar position; London or district. Apply 108/37, Office of this Paper.

AN energetic lady desires progressive post in London; three years' sound experience; N.H.I. Dispensing and Counter. Reply "Script" (105/19), Office of this Paper.

AS Managing Assistant, 26, unqualified, married, competent in all branches, highest references, desires berth in Lancashire where tact and progressive ideas will meet with suitable remuneration. W. Knowles, 23 Wyle Cop, Shrewsbury.

AS qualified Manager; disengaged; London and provincial experience; permanency preferred; South Wales. Davies, Ty. Cwrdd, Llwynhendy, Llanelly.

AS Locum, permanency; excellent references; reasonable terms. "Chemist," 6 Eastbourne Terrace, Paddington, W.

AS Manager, by qualified, energetic, elderly man; good Counter man, Dispenser, and Prescriber; disengaged November 3, London or Southern Counties. Address 111/2, Office of this Paper.

ASSISTANT; unqualified; very good references and good experience. Ream, 221 Hammersmith Road, W. 6.

ASSISTANT; 17 years' experience; good Counter, Prescriber, Dispenser; reliable; excellent references; Midlands preferred; disengaged November. Apply 99/38, Office of this Paper.

ASSISTANT, 23, unqualified, experienced, open for engagement in or near Liverpool preferred; state hours and salary demobilised. Replies to 105/21, Office of this Paper.

ASSISTANT; unqualified; Saturday half-day; Birmingham "W." 48 Woodland Road, Handsworth.

ASSISTANT 21, demobilised, desires progressive position; Retail and Dispensing; ambitious; excellent references; seaside or healthy district preferred; kindly state terms, etc. Apply 101/20, Office of this Paper.

ASSISTANT, 20, unqualified, with general experience; South preferred. 115 Paynes Road, Southampton.

ASSISTANT; unqualified; 35; married; tall; just demobilised; Doctor or Pharmacist; experienced Dispenser, Extractor. Perkins, 25 The Avenue, Acock's Green, Birmingham.

ASSISTANT; disengaged; six years' experience; accurate Dispenser; excellent references; 12 miles radius of Bolton preferred; state wage. "H. O.," 480 Bury Road, Bolton.

ASSISTANT; unqualified, 26, thorough alive and capable Dispenser, etc., desires change in City business; two posts in 54 years, excluding Army. Apply 108/13, Office of this Paper.

ASSISTANT; 21; unqualified; recently demobilised; Counter, Dispensing, and Photography; West-End experience; excellent reference. Apply Avis, 130 East Street, Sittingbourne.

ASSISTANT Manager of Drug Store; Counter, Dispensing, etc.; 30 years' practical knowledge; active, obliging; good references. Address J. D. Ward, 44 Trafford Road, Eccles.

ASSISTANT, demobilised (20), unqualified, seeks permanency; general experience; interview arranged. Groundland, 103 Globe Road, Mile End, E. 1.

ASSISTANT, 33, married, disengaged, seeks permanency; good Counterman, Window-dresser; thorough practical knowledge of Photography; please state salary. Apply 109/13, Office of this Paper.

ASSISTANT; unqualified; capable Manager; West-End and foreign experience; speak French; disengaged. Apply 108/17, Office of this Paper.

ASSISTANT, Minor student, desires position S.E. London, with sufficient time for studies; good experience Chemists and Doctors; Dispensing, Counter. Apply 108/22, Office of this Paper.

ASSISTANT, Dispenser, Counterman; age 30; tall; good appearance; well recommended. "Rhei," c/o Acock, Wolsley Bridge, near Stafford.

BEXHILL, Eastbourne, Hastings district.—Locum or part-time for indefinite period, by first-class, all-round Assistant. "B.," 4 Eversley Road, Bexhill.

BIRMINGHAM or District.—Assistant, 25 (demobilised), seeks position with opportunities for Dispensing; experienced Retail Counter trade, Drug Stores; knowledge of Photography. Address 107/18, Office of this Paper.

BRANCH Manager; free at the end of October; unqualified; age 32; married; Dentistry, Photography, Optics, Prescriber, Dispensing, etc.; must be permanent and housing accommodation. Apply 104/21, Office of this Paper.

CHEMIST, having disposed of his business, desires responsible position, either Retail or Wholesale; North preferred. "Qualified," 317 Lord Street, Southport.

COMPETENT Assistant; 37; high-class experience Counter, Dispensing, Photography; demobilised. Apply 103/20, Office of this Paper.

COMPETENT unqualified; 31; married; Photography, Optics; best Dispensing and Counter experience; comfortable permanency desired. "A. E.," 16 Carlton Park Avenue, Raynes Park, W. 19.

COMPETENT Assistant; unqualified; 39; temporary or permanent. Williams, 29 Tegid Street, Bala.

CROYDON District.—Married; energetic; good at Counter, Dispensing, Photography; unqualified; good references. Sims, 3 George Street, Croydon.

DISENGAGED, as Locum; 45; thoroughly experienced; highest references; Chemists' stocks taken or priced; lowest terms. Barnard Road, S.W. 11.

DISENGAGED; 40; unqualified; 25 years' all-round experience. "Energy" (107/38), Office of this Paper.

DISPENSER, lady (Hall), excellent Hospital experience and testimonials, desires post with Doctor or Hospital in Blackpool; care of instruments if desired. Apply 102/28, Office of this Paper.

DISPENSER, lady (Hall) desires post; Doctor or Chemist; experienced; excellent testimonials; state full particulars of hours, salary, etc. Apply 99/35, Office of this Paper.

DISPENSER, lady (Hall), requires post with Doctor or Hospital; two years' Hospital experience. Miss Price, 49 Windsor Road, Ealing, W.

DISPENSER, lady; nine years' experience, five Counter; Birmingham district, Handsworth preferred; salary £2 per week. Apply Short, 202 Victoria Road, Aston, Birmingham.

DISPENSER (Hall qualification) seeks post with Doctor or Institution; South Coast preferred. Miss Curran, South Lodge, Emsworth, Hampshire.

DISPENSER; Minor qualification; Surgery and Retail experience; good references; disengaged; tall. Saul (Miss), 12 West Terrace, Whitby.

DISPENSER (35) requires permanency, or would do Locum; Counter experience, Bookkeeping, Extractions, etc.; good references; 16 years' town and country experience; disengaged. Strutt, 2 London Road, Hailsham.

DISPENSER, 30, married, unqualified, recently demobilised, 12 years' Dispensing experience pre-war, well-trained, N.C.O. i/o Bacteriological Research Laboratory, requires permanency, Chemist, Doctor, or Laboratory; excellent testimonials. Braddock, 120 Harwood's Road, Watford.

DISPENSER, lady (Hall), desires post, Doctor or Institution preferred, within easy distance from Wimbledon. Apply 109/7, Office of this Paper.

DISPENSER-BOOKKEEPER (Hall), excellent reference, requires post, Doctor, Hospital, Dispensary; S.W. district preferred. 26 Cyril Mansions, Battersea Park.

DISPENSING.—Lady (Hall) desires post; good experience. "A.," 10 Antrim Grove, Haverstock Hill, N.W.

DRUG Store Manager, Assistant, Dispenser in good working-class district; London or provinces; over 30 years' wide experience; good knowledge Photographics; keen business methods; disengaged. "Mnnsfield" (102/32), Office of this Paper.

ENERGETIC, young Assistant, capable Dispenser, good Retail experience, desires post in high-class Pharmacy; whole or part time; West End preferred. "Statim," 55 Cedars Road, Beckenham.

EXPERIENCED, elderly Locum; temporary only; unregistered; abstainer; references. 15 Waltham Road, Southall, W.

EXPERIENCED, reliable Assistant, as Managing Assistant; good Prescriber. "Rhei," c/o Thomns, Chemist, 157 Cowbridge Road, Cardiff.

EXPERIENCED lady Dispenser requires post; Hull district preferred. H., 31 Boulevard, Hull.

GENTLEMANLY, elderly Pharmacist requires to supervise a business; good experience in first-class London and country business; moderate salary in a comfortable situation; Minor and Apoth. Hall qualification; single. "Alpha," 17 Cotmanhay Road, Ilkeston, Notts.

IMPROVER (lady), age 18; 1 year's experience; excellent references. R., 31 Holden Road, N. Finchley.

INDOOR situation required by a young French Pharmacist's Assistant; 20 years of age; free from military service. Write to Jaquolot, Pharmacies, Pontivy, Norbihan, France.

JUNIOR Assistant (indentured) requires post; Brighton or Worthing preferred; outdoors; ex-service Dispenser, R.A.M.C. Brown, 77 Underdown Road, Southwick.

JUNIOR or Improver desires situation in East Anglia; not afraid of work; height 6 ft. 1 in., age 18½. Apply 102/38, Office of this Paper.

JUNIOR (20), late R.A.M.C.; Dispensing and Photography; smart appearance, active, and willing; good all-round experience. Lamb, South Road, Kirkby Stephen.

JUNIOR; demobilised; 4½ years' Dispensing and General experience; excellent reference. Apply 104/2, Office of this Paper.

LADY Dispenser, having held former good and responsible Hospital appointment, desires re-engagement; Doctor or Institution. G. R. Dangerfield, Shipton-under-Wychwood, Oxford.

LADY Assistant, unqualified, requires post in Manchester; good experience; Counter work. Apply 106/28, Office of this Paper.

LADY Assistant, disengaged 11th inst., desires post in good-class Pharmacy; West-End experience on Perfumery and Drug Counter; knowledge of Dispensing; salary 50s. (outdoors); London or near suburb. Apply 107/20, Office of this Paper.

LADY (Hall) desires post as Junior in Hospital; some experience of Hospital work; educated; keen worker. M. Harse, 49 West Heath Drive, Golders Green.

LADY Assistant (20); well up Counter, Photography, and Dispensing; good appearance and address; S.W. Counties preferred; at liberty. Miss G. Drew, Nelgwen, Sidmouth.

LADY Dispenser, unqualified, with nearly two years' experience, and accustomed to testing sputum, etc., desires light post with Doctor or in Institution; country or seaside. Gristwood, 78 Woodgrange Avenue, London, N. 12.

LADY Dispenser desires post; three years' experience with Doctor; Hall qualification; tall. Replies to 105/4, Office of this Paper.

LADY Dispenser (Hall) requires post with Doctor or Chemist in or near London; over three years' experience Dispensing and Retail. Apply 104/18, Office of this Paper.

LADY Dispenser (Hall) requires post; good experience; whole or part time. Miss Matthew, 26 Priory Court, West Hampstead.

LADY Dispenser, 19, Hall qualifications, requires post with Hospital or Chemist. Laing, "Strathtay," Monkham Lane, Woodford, Essex.

LADY Dispenser-Bookkeeper, Hall qualification, three years' experience, desires post with Doctor within forty miles of London. Apply 102/25, Office of this Paper.

LADY Dispenser (Hall), experienced, Doctor's daughter, requires post; would keep Books, help in Surgery, and answer door if required. G., 403 Kingston Road, Wimbledon.

LADY Dispenser; two years' experience; Hall; salary 35s. Apply 106/5, Office of this Paper.

LADY Dispenser (Hall), experienced, desires post with Doctor or Chemist; Brighton district preferred, but not essential. "E.," 33 Edgeley Road, Clapham, S.W. 4.

LADY Dispenser, qualified, seeks post with high-class Chemists for Dispensing and Bookkeeping only; excellent experience and references. Write 108/14, Office of this Paper.

LADY Dispenser, Hall, desires post, Institution, Doctor, or Chemist; 21 years' good Dispensing experience, including Military Hospital. Apply 107/8, Office of this Paper.

LADY Dispenser (Hall) desires post with Doctor or Institution; some experience; preferably London or suburbs. Miss Ritter, Winstead, Honor Oak Road, Forest Hill, S.E.

LADY Dispenser (Hall); experienced Hospital, Surgery, and Institution; excellent testimonials; in or near London. Apply 107/30, Office of this Paper.

LADY Dispenser (Hall), five years' experience, disengaged; £2 15s. Apply 106/50, Office of this Paper.

LADY desires post in good Pharmacy, or as Dispenser to Doctor; disengaged. Apply 107/28, Office of this Paper.

LOCUM; country; qualified; 53, disengaged October 8th; first-class references and experience Optics, Photography; energetic. Dewey, c/o Eland, Esq., 4 Montague Gardens, Wallington, Surrey.

LOCUM or permanency; disengaged; qualified; 43; excellent Dispensing and Counter experience. "Pharmacist," 60 Maples Street, Nottingham.

LOCUM; experienced; can take charge; disengaged. "Locum," c/o Freeman, Chemist, Lye, Wores.

LOCUM or Manager; available at once; highest references. "Chemist," Balconies, Liss, Hants.

LOCUM; qualified; at liberty; 29, tall. Cofar, "Kenilworth," Central Promenade, Douglas, Isle of Man.

LOCUM or Assistant, experienced Counterman and Dispenser 35 years, or manage small shop in country; good scriber, smart, and references, etc. Apply "Drugs," 17 Church Street, Tremadoc, N. Wales.

LOCUM; 46; tall; disengaged. Howes, 15 Hexthorpe Road, Doncaster.

LOCUM disengaged; tall, middle-aged, married, abstinent; high-class preferred; used to control; where ability appreciated. Watson, 6 Upper Stone Street, Maidstone.

LOCUM; experienced; good references; unqualified; disengaged. "Number One," 74 Peckham Road, S.E.

LOCUM, Manager, or Organiser; exceptional experience; best references; disengaged. S., 31 Holden Road, N. Finchley.

LOCUM; disengaged; qualified; wide experience; good testimonials. M., 74 Culverden Road, Balham, S.W. 12.

LOCUM; qualified; 33; experienced; well recommended; at liberty. Apply 107/17, Office of this Paper.

LOCUM-DISPENSER or sole charge; disengaged October 13th. "C. S.," 19 Rockmount Road, S.E. 19.

LONDON.—Lady Dispenser-Bookkeeper, qualified and experienced, desires post immediately, Doctor, Hospital, Institution, or Dispensing. Nicholson, 27 Regent Street, Oxford.

M.P.S., 50, requires brisk Dispensing duties; short hours; good salary. Apply 104/26, Office of this Paper.

M.P.S. SEEKS berth: Managership preferred; good experience and references; state salary. Apply 106/1, Office of this Paper.

M.P.S. REQUIRES position as Branch Manager, with view to succession; 42; abstainer; disengaged; please state particulars. Apply 106/40, Office of this Paper.

MANAGER or Locum; qualified; disengaged; capable; wide London and provincial experience. Apply 100/2, Office of this Paper.

MANAGER, Locum, or part-time; qualified; disengaged; good experience, reliable. Apply 104/32, Office of this Paper.

MANAGER (Branch) or Assistant; qualified; 25; excellent all-round experience; disengaged October 11th. Particulars to Smalley, 23 Abbey Street, Rhyl.

MANAGER or Locum; London and provincial experience. "Pharmacist," 88 Trafalgar Road, Liscard, Cheshire.

MANAGER, qualified, 31, married, seeks Managership, preferably with view to succession; thoroughly experienced, reliable, and successful. "Roslin," Fitzjohn Avenue, Barnet.

MANAGER or Assistant; unqualified; age 41; married; excellent references; 10 years' sole charge. Taylor, "Devona," Southview Road, Southwick, Sussex.

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